SECURITIES AND EXCHANGE COMMISSION
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 March 31, 1995

OR
( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934
for the transition period from
to

For Quarter Ended
March 31, 1995
March 31, 1995
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Commission File Number


LEGGETT \& PLATT, INCORPORATED
(Exact name of registrant as specified in its charter)

44-0324630
(I.R.S. Employer Identification No.)
(State or other jurisdiction of
incorporation or organization)

No. 1 Leggett Road
Carthage, Missouri
(Address of principal executive offices)

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 $15(\mathrm{~d})$ 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 May 1, 1995: 41,831,070

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

|  | ${ }_{1995} \text { March 31, }$ | mber | $1994$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CURRENT ASSETS |  |  |  |  |  |
| Cash and cash equivalents | \$ | 3.1 | \$ | 2.7 |  |
| Accounts and notes receivable | 283.2 |  | 261.8 |  |  |
| Allowance for doubtful accounts | (8.9) |  | (7.5) |  |  |
| Inventories |  |  | 277.9 |  | 255.5 |
| Other current assets |  | 34.1 |  | 32.2 |  |
| Total current assets |  | 589.4 |  | 544.7 |  |
| PROPERTY, PLANT \& EQUIPMENT, NET | 410.9 |  | 396.0 |  |  |

## OTHER ASSETS

Excess cost of purchased companies over net assets acquired, less accumulated amortization of $\$ 15.2$ in 1995 and $\$ 14.4$ in 1994
Other intangibles, less accumulated amortization of $\$ 13.6$ in 1995
and $\$ 12.5$ in $1994 \quad 26.2$ 27.4
Sundry
Total other assets
TOTAL ASSETS

CURRENT LIABILITIES
Accounts and notes payable
Accrued expenses
Accrued expenses
Other current liabilities
Total current liabilities

OTHER LIABILITIES
DEFERRED INCOME TAXES
SHAREHOLDERS' EQUITY


TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY
\$ 1,176. 6
$\$ 1,119.9$

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.

## LEGGETT \& PLATT, INCORPORATED AND SUBSIDIARIES

CONSOLIDATED CONDENSED STATEMENTS OF EARNINGS (Unaudited)
(Amounts in millions, except per share data)

## Cost of goods sold

Net sales

Gross profit

Selling, distribution and
administrative expenses
Interest expense
Other deductions, net
Earnings before income taxes
Income taxes
NET EARNINGS


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

OPERATING ACTIVITIES
Net Earnings
Adjustments to reconcile net earnings to net
cash provided by operating activities
Depreciation Amortization Deferred income tax benefit Other Other changes, net of effects from purchases of companies

Increase in accounts receivable, net
Increase in inventories
Increase in other current assets
Increase in current liabilities
NET CASH PROVIDED BY OPERATING ACTIVITIES
INVESTING ACTIVITIES
Additions to property, plant and equipment
Purchases of companies, net of cash acquired Other

NET CASH USED FOR INVESTING ACTIVITIES
INANCING ACTIVITIES
Additions to debt
Payments on debt
Dividends paid
Other
NET CASH USED FOR FINANCING ACTIVITIES
INCREASE IN CASH AND CASH EQUIVALENTS
CASH AND CASH EQUIVALENTS - January 1,
CASH AND CASH EQUIVALENTS - March 31,

Three Months Ended
March 31,

1995
$\$ \quad 32.9$
$\$ 26.0$
14.311 .0
$2.1 \begin{array}{ll}14.3 & 1.9\end{array}$
(0.1)
1.0

| $(20.8)$ | $(29.3)$ |  |
| :--- | :--- | :--- |
|  | $(20.3)$ <br> $(1.8)$ |  |
| 28.7 |  | 27.8 |
| 34.5 |  | 33.7 |

(26.5) (13.9)
(1.6)
(27.1)
(13.7)

$$
(1.4)
$$

$$
(2.9)
$$

0.7
0.7

| (7.0) | (19.6) |  |  |
| :---: | :---: | :---: | :---: |
|  | 0.4 |  | 0.4 |
|  | 2.7 |  | 0.4 |
| \$ | 3.1 | \$ | 0.8 |

See accompanying notes to consolidated condensed financial statements.

## 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"). The consolidated condensed financial statements include accounts of the Company and its majority-owned subsidiaries.

## 2. INVENTORIES

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

At First-In, First-Out (FIFO) cost
Finished goods
Work in process
Raw materials
121.2
21.5

3. PROPERTY, PLANT \& EQUIPMENT

Property, plant and equipment comprised the following:


Property, plant and equipment, at cost \$ 726.8 \$ 699.5 Less accumulated depreciation 303.5
4. LOAN AGREEMENTS

In connection with various notes payable, the related loan agreements, among other restrictions, limit the amount of additional debt, require working capital to be maintained at specified amounts, and restrict payment of dividends. Unrestricted retained earnings available for dividends at March 31, 1995 were approximately $\$ 186.5$.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Capital Resources and Liquidity

The Company's capitalization at March 31, 1995 and December 31, 1994 is shown in millions of dollars in the table below. The amount of additional capital available through the Company's revolving bank credit agreements and commercial paper program is also shown, along with the amount of cash and cash equivalents.


In the first quarter of 1995 , capital investments to modernize and expand capacity internally were $\$ 26.5$ million. The Company also purchased certain assets of one small business for $\$ 1.6$ million, net of cash acquired. Total long-term debt at March 31, 1995 increased only slightly from the end of 1994 as funds for these investments were largely provided by first quarter operating activities.

Working capital at quarter-end was $\$ 333.3$ million, up from $\$ 311.8$ million at the end of 1994. Total current assets increased $\$ 44.7$ million, due primarily to increases in trade accounts and notes receivable and inventories. Total current liabilities increased $\$ 23.2$ million. These increases primarily reflected higher sales and production volumes during the first three months of 1995 as well as normal recurring liabilities with funding requirements later in the year. There was no short-term debt outstanding at the end of the quarter or at year end.

## Results of Operations

The Company had record first quarter sales and earnings in 1995. Sales were $\$ 523.1$ million (up $20 \%$ ) and earnings were $\$ .78$ per share (up $24 \%$ ) --both compared with the first quarter of 1994.

The Company's first quarter sales reflected a continuing benefit from acquisitions and internal growth. In line with management's previous expectations, the Company's sales growth rate has recently begun to moderate as overall economic activity has begun to soften. Excluding acquisitions, sales increased 6\% in the first quarter.

The Company's earnings growth continued to exceed sales growth as year-
to-year comparisons of net profit margins remained favorable. In the first quarter of 1995 and the last three quarters of 1994, net profit margins were $6.3 \%$ of sales. This compares with a net profit margin of $6.0 \%$ in the first quarter of 1994.

The following table shows various measures of earnings, as a percentage of sales, in the first quarters of 1995 and 1994. It also shows the company's effective income tax rate in each respective period.

| Quarter Ended |
| :--- | :--- |
| March |

The increase in the 1995 net profit margin primarily reflected an improvement in the gross profit margin. Although the Company experienced increasing prices for raw materials, these increased costs were approximately offset by modest selling price increases, some of which became effective near the end of 1994. In addition, the improvement in the gross profit margin continued to reflect efficiencies gained on increased sales and production. For the full year in 1994, the gross profit margin was $23.1 \%$ of sales.

An increase in interest expense for the first quarter of 1995 compared to 1994 primarily reflected increased borrowings for acquisitions, most of which were completed during the second and third quarters of 1994. The effective income tax rate was constant quarter to quarter.

With continuing earnings growth and a strong financial position, the Board of Directors in February 1995 increased the first quarter cash dividend on the Company's common stock to $\$ .18$ per share, up $20 \%$ over the first quarter dividend of $\$ .15$ per share in 1994.
(A) Exhibit 11 - Computations of Earnings Per Share
(B) Exhibit 27 - Financial Data Schedule
(C) No reports on Form 8-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: May 11, 1995 By: /s/ HARRY M. CORNELI

Harry M. Cornell, Jr.
Chairman of the Board
and Chief Executive Officer
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(Amounts in millions, except per share data)

Three Months Ended
March 31,
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## EARNINGS PER SHARE

Weighted average number of common shares outstanding

Dilution from outstanding stock options-computed using the "treasury stock" method

Weighted average number of common shares outstanding as adjusted

Net Earnings

Earnings Per Share
42.2 41.4
41.6
40.7
0.7 $\qquad$
-----$====$

[^0]$\$ 0.78 \$ 0.63$



[^0]:    $\$ 32.9 \$ 26.0$

