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SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
FORM 10-Q
Quarterly Report Under Section 13 or 15(d)
of the Securities Exchange Act of 1934
For the Quarter Ended FEBRUARY 3, 1995 Commission File Number 1-8649
THE TORO COMPANY
(Exact name of registrant as specified in its charter)
DELAWARE 41-0580470
(State of Incorporation) (I.R.S. Employer Identification Number)
8111 LYNDALE AVENUE SOUTH
BLOOMINGTON, MINNESOTA 55420
TELEPHONE NUMBER: (612) 888-8801
(Address, including zip code, and telephone number, including area code, of registrant's principal executive offices)

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

The number of shares of Common Stock outstanding as of February 3, 1995 was 12,770,584.


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THE TORO COMPANY AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS (UNAUDITED) (DOLLARS IN THOUSANDS, EXCEPT PER-SHARE DATA)

|  | Three Months Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { ruary 3, } \\ & 1995 \end{aligned}$ |  | $\begin{aligned} & \text { luary 28, } \\ & 1994 \end{aligned}$ | $\begin{gathered} \text { February } 3, \\ 1995 \end{gathered}$ |  | $\begin{gathered} \text { January } 28, \\ 1994 \end{gathered}$ |  |
| Net sales. | \$ | 213,950 | \$ | 189,413 | \$ | 419,654 | \$ | 325,174 |
| Cost of sales. |  | 137,882 |  | 122,826 |  | 267,521 |  | 209,552 |
| Gross profit. |  | 76,068 |  | 66,587 |  | 152,133 |  | 115,622 |
| Selling, general and administrative expense |  | 63,994 |  | 56,805 |  | 126, 295 |  | 108,801 |
| Earnings from operations. |  | 12,074 |  | 9,782 |  | 25,838 |  | 6,821 |
| Interest expense . |  | 2,595 |  | 3,210 |  | 5,075 |  | 6,548 |
| Other income, net. |  | $(1,852)$ |  | (889) |  | $(4,405)$ |  | $(4,030)$ |
| Earnings before income taxes. |  | 11,331 |  | 7,461 |  | 25,168 |  | 4,303 |
| Provision for income taxes |  | 4,532 |  | 2,984 |  | 10,067 |  | 1,721 |
| Net earnings. | \$ | 6,799 | \$ | 4,477 | \$ | 15,101 | \$ | 2,582 |
| Retained earnings at beginning of period. |  | 116,482 |  | 90,078 |  | 109,688 |  | 93,451 |
| Dividends on common stock of \$0.12, \$0.12, $\$ 0.24$ and $\$ 0.24$ per share, respectively . |  | $(1,530)$ |  | $(1,492)$ |  | $(3,038)$ |  | (2,970) |
| Retained earnings at end of period | \$ | 121, 751 | \$ | 93, 063 | \$ | 121, 751 | \$ | 93, 063 |
| Net earnings per share of common stock and common stock equivalent | \$ | 0.51 | \$ | 0.35 | \$ | 1.15 | \$ | 0.20 |

See accompanying notes to condensed consolidated financial statements.

THE TORO COMPANY AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED) (DOLLARS IN THOUSANDS)

| February 3, January 28, July 31, |  |  |
| :---: | :---: | :---: |
| 1995 | 1994 | 1994 | 1994

## ASSETS



See accompanying notes to condensed consolidated financial statements.

THE TORO COMPANY AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED) (DOLLARS IN THOUSANDS)
Cash flows from operating activities:

See accompanying notes to condensed consolidated financial statements.

THE TORO COMPANY AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

1. BACKGROUND

The information furnished reflects all adjustments which, in the opinion of management, are necessary for a fair presentation of the interim periods. The Toro Company's business is seasonal. Operating results for the three months and six months ended February 3, 1995 are not necessarily indicative of the results that may be expected for the year ending July 31, 1995.

These statements should be read in conjunction with the financial statements and footnotes included in the Company's Annual Report for the year ended July 31, 1994. The policies described in that report are used in preparing quarterly reports.

## LIQUIDITY AND CAPITAL RESOURCES

Total assets for the Company as of February 3, 1995 were $\$ 509.6$ million, an increase of $\$ 57.7$ million, or $12.8 \%$, from the $\$ 451.9$ million reported at the end of the second quarter last year. The increase resulted primarily from increases in inventory and trade receivables. Inventory increased as a result of increased production of riding products to meet anticipated demand and a reduction in walk power mower shipments in response to excess retail inventory levels. In addition, a joint venture with a distributor and the acquisition of recycling equipment products that were added subsequent to the second quarter of 1994 resulted in new inventories on hand in the current year which were not on hand in the prior year. The increase in trade receivables reflected an increase in dealer receivables financed by the Company as well as an overall increase in sales volume.

Total debt as of February 3, 1995 was $\$ 137.3$ million, or $\$ 11.0$ million less than the $\$ 148.3$ million reported at the end of the second quarter last year. The ratio of total debt to total debt plus equity of $42.6 \%$ has improved from the $50.2 \%$ reported as of January 28, 1994. The lower debt ratio resulted from the reduced debt levels combined with an increase in equity as a result of earnings in the past two years.

The Company's business is seasonal. Historically, accounts receivable balances increase throughout the winter months as a result of extended payment terms made available to customers and decrease in the late spring when payments become due. Peak borrowing usually occurs in the third quarter. The seasonal working capital requirements of the business are financed primarily with short-term debt. Management believes that the combination of funds available through existing financing options, coupled with forecasted cash flows, will provide the capital resources necessary to meet the Company's working capital requirements.

RESULTS OF OPERATIONS

The following table sets forth sales by product line:


Changes in net sales for the second quarter and year to date were attributed to the following factors. Consumer product sales reflected exceptional sales of snow removal equipment as well as increased demand and improved availability of riding products. Walk power mower sales declined as a result of reduced shipments in response to excess retail inventory. The increase in commercial product sales reflected continued strength in the golf and tax-supported markets as well as the addition of recycling equipment products in 1995. Irrigation product sales reflected continued growth in the golf market as well as the positive impact of a distribution change implemented by the Company in the prior year. International product sales increased because of rebounding economies in Europe and the Pacific Rim which resulted in increased golf course irrigation equipment sales as well as increased sales of riding products. In addition, the change to dealer direct distribution in Canada resulted in increased sales of walk power mowers.

Gross profit of $\$ 76.1$ million was $\$ 9.5$ million (14.3\%) higher than the $\$ 66.6$ million reported for the second quarter of 1994. As a percent of sales, gross profit increased to $35.6 \%$ for the second quarter of 1995 compared to $35.2 \%$ for the second quarter last year. Year to date gross profit was $\$ 152.1$ million, $\$ 36.5$ million ( $31.6 \%$ ) higher than the $\$ 115.6$ million reported last year. The dollar increase was attributed to increased sales volume and a favorable product mix which was offset partially by an increase in the cost of certain raw materials such as aluminum ingot and raw steel.

Selling, general and administrative (S G \& A) expenses increased \$7.2 million, or $12.7 \%$, to $\$ 64.0$ million from the $\$ 56.8$ million for the second quarter last year. Year to date S G \& A of $\$ 126.3$ million increased $\$ 17.5$ million from the $\$ 108.8$ million reported a year ago. As a percent of sales, year to date S G \& A decreased to $30.1 \%$ compared to $33.5 \%$ for the prior year. The dollar increases occurred principally as a result of increased marketing expenditures, increased research and development and increased administrative expense for distribution enhancement and support, information system advancements, various employee incentive programs as well as the addition of a joint venture with a distributor.

Interest expense of $\$ 2.6$ million for the quarter was $\$ 0.6$ million, or $18.8 \%$, less than the $\$ 3.2$ million the same period last year. Year to date interest expense decreased $\$ 1.4$ million to $\$ 5.1$ million from the $\$ 6.5$ million reported a year ago. These decreases were principally because of the reduction in longterm debt.

Other income, net increased $\$ 1.0$ million to $\$ 1.9$ million from $\$ 0.9$ million from the second quarter last year. The increase resulted primarily from increased finance revenues from the Company's wholly-owned finance subsidiary which implemented a new dealer financing business initiative during the year. This was offset slightly by foreign currency exchange losses. Year to date other income, net of $\$ 4.4$ million was $\$ 0.4$ million higher than the $\$ 4.0$ million reported a year ago. 1994 other income, net included a one-time lawsuit settlement of $\$ 1.85$ million related to the purchase of Lawn-Boy. Excluding the effect of the $\$ 1.85$ million lawsuit settlement, 1995 other income, net would have increased $\$ 2.3$ million because of increased finance revenue, foreign currency exchange gains and gains resulting from joint venture activity.

Item 4 Results of Votes of Security Holders
The Annual Meeting of Stockholders was held on December 15, 1994 involving election of directors, adoption of the CEO Succession Incentive Plan and the appointment of auditors.

The results of the stockholder votes were as follows: on the election of directors, 10,318, 065 were voted for election and some of the proxies were cast against the two directors, but not more than $3.7 \%$ of the shares represented in person or by proxy at the meeting; on the CEO Succession Incentive Plan 7,440,358 shares were voted for, $3,001,434$ shares were voted against and 186,542 shares abstained; and on the appointment of the independent auditors 10,463,399 shares were voted for, 75,240 shares were voted against and 89,695 shares abstained.

Item 6 Exhibits and Reports on Form 8-K
(a) Exhibit 11 Computation of Earnings per Common Share
(b) Reports on Form 8-K

The Company did not file any Form $8-\mathrm{K}$ reports during the second quarter of 1995.

## SIGNATURES

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.

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THE TORO COMPANY
(Registrant)
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By /s/ Gerald T. Knight
Gerald T. Knight
Vice President, Finance
Chief Financial Officer
(principal financial officer)

Date: March 17, 1995

THE TORO COMPANY AND SUBSIDIARIES
COMPUTATION OF EARNINGS PER COMMON SHARE (UNAUDITED) (DOLLARS IN THOUSANDS, EXCEPT PER-SHARE DATA)


1) Outstanding stock options and options exercised in the current period are converted to common stock equivalents by the treasury stock method using the average market price of the company's stock during each period.
2) Outstanding stock options and options exercised in the current period are converted to common stock equivalents by the treasury stock method using the greater of the average market price or the period-end market price of the company's stock during each period.

This schedule contains year-to-date information extracted from the $10-\mathrm{Q}$, second quarter filing, Condensed Consolidated Statement of Operations and Retained Earnings, Condensed Consolidated Balance Sheet and Exhibit 11.

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6 -MOS
            JUL-31-1994
                AUG-01-1994
                FEB-03-1995
                        9,198
                    0
            221, 924
                                    0
                            165, 053
                427, 391
                                    196,816
                    133, 752
                509, 605
            254, 013
                                    81,439
                                    12,771
            0
                                    0
                                    172, 187
509, 605
                                    419, 654
            419, 654
                                    267,521
                    126, 295
            \((4,405)\)
            5, 075
            25,168
                        10,067
            15,101
                                    0
                                    0
                                    0
                                    15,101
                                    1.15
                                    1.14
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Total net receivables
Not included in quarterly financial information
Total debt
Does not include additional paid-in-capital
Other income, net

