

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 (State of Incorporation)

41-0580470 n) (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.

PAGE NUMBER

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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			
			January 28, 1994				January 28, 1994	
Net sales	\$	213,950 137,882	\$	189,413 122,826	\$	419,654 267,521	\$	325,174 209,552
Gross profit		·				152,133		115,622
expense		63,994		56,805		126,295		108,801
Earnings from operations		12,074 2,595 (1,852)		9,782 3,210 (889)		25,838 5,075 (4,405)		6,821 6,548 (4,030)
Earnings before income taxes		11,331 4,532		7,461 2,984		25,168 10,067		4,303 1,721
Net earnings	\$ ===	6,799	\$ ===	4,477		15,101 =======	\$ ===	2,582
Retained earnings at beginning of period Dividends on common stock of \$0.12, \$0.12,		116,482		90,078		109,688		93,451
\$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.

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

		January 28, 1994	1994
ASSETS			
Cash and cash equivalents	221,924 165,053 31,216	215,663 128,477	183,683 118,764 25,817
Total current assets			
Property, plant and equipment	196,816 133,752	177,339 120,643	185,478 126,635
		\$56,696	
Other assets	19,150	17,941	20,301
Total assets	\$ 509,605		\$ 443,639
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current portion of long-term debt	\$ 16,055 55,854 41 957	\$ 35,645 25,361 36,066	\$ 20,300 - 37,035
Other accrued liabilities	140,147	25,361 36,066 119,883	131,377
Total current liabilities	254,013	216,955	188,712
Deferred income taxes	- 65,384 5,250	87,325	81,025
<pre>Common stockholders' equity: Common stock par value \$1.00, authorized 35,000,000 shares; issued and outstanding 12,770,584 shares at February 3, 1995 (net of 4,467 treasury shares), 12,466,881 shares at January 28, 1994 (net of 110,992 treasury shares), and 12,561,204 shares at July 31, 1994 (net of 76,153 treasury shares)</pre>	12,771 53,063 121,751 (15)		12,561 49,420 109,688 (405)
Receivable from ESOP	187,570 (2,612)	152,117 (5,223)	171,264 (2,612)
Total common stockholders' equity	184,958		168,652
Total liabilities and common stockholders' equity .	\$ 509,605	\$ 451,932	\$ 443,639
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See accompanying notes to condensed consolidated financial statements.

THE TORO COMPANY AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED) (DOLLARS IN THOUSANDS)

	Six Months Ended			
		January 28, 1994		
Cash flows from operating activities: Net earnings	\$ 15,101	\$ 2,582		
used in operating activities: Provision for depreciation and amortization		8,543 - (614)		
Changes in operating assets and liabilities: Receivables (net)	18,813	(41,890) (49,769) (748) 21,074 (385)		
Net cash used in operating activities	(59,087)	(385) (61,207)		
Cash flows from investing activities: Purchases of property, plant and equipment	(12,115) 269 800 (11,046)	(4,174) 15 (3,948) (8,107)		
Cash flows from financing activities: Increase in short-term debt	55,854 5,927 (19,886) 5,134 (1,281) (3,038)	25,361 6,590 (15,000) 3,587 (914) (2,970)		
Net cash provided by financing activities	42,710	16,654		
Foreign currency translation adjustment	390	8		
Net decrease in cash and cash equivalents	(27,033) 36,231	(52,652) 61,793		
Cash and cash equivalents at end of period	\$ 9,198	\$ 9,141		

See accompanying notes to condensed consolidated financial statements.

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THE TORO COMPANY AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) FEBRUARY 3, 1995

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.

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

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 requirements.

RESULTS OF OPERATIONS

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The following table sets forth sales by product line:

		Three Months	Ended	
(Dollars in thousands)	February 3, 1995	January 28, 1994	\$ Change	% Change
Consumer products	\$ 111,979 73,842 28,129	\$ 97,250 66,472 25,691	\$ 14,729 7,370 2,438	15.1% 11.1 9.5
Total *	\$ 213,950	\$ 189,413	\$ 24,537	13.0%
* Includes International sales of: .	\$ 34,782	\$ 30,529	\$ 4,253	13.9%
		Six Months En	ded	
(Dollars in thousands)	February 3, 1995	January 28, 1994	\$ Change	% Change
Consumer products	\$ 238,735 122,498 58,421	\$ 172,290 107,375 45,509	\$ 66,445 15,123 12,912	38.6% 14.1 28.4
Total *	\$ 419,654	\$ 325,174	\$ 94,480	29.1%
* Includes International sales of: .	\$ 58,522	\$ 43,627	\$ 14,895	34.1%

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 long-term 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.

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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-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.

THE TORO COMPANY (Registrant)

By /s/ Gerald T. Knight

Gerald T. Knight Vice President, Finance Chief Financial Officer (principal financial officer)

Date: March 17, 1995

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Exhibit 11

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

	Three	Months Ended	Six Months Ended				
	February 3, 1995	January 28, 1994	February 3, 1995	January 28, 1994			
Net earnings	\$ 6,799	\$ 4,477	\$ 15,101	\$ 2,582			
Primary: Shares of common stock and common stock equivalents: Weighted average number of common shares outstanding	12,748,891	12,414,115	12,670,796	12,368,710			
Dilutive effect of outstanding stock options (1)	505,812	551,840	481,057	539,633			
	13,254,703	12,965,955	13,151,853	12,908,343			
Net earnings per share of common stock and common stock equivalent	\$ 0.51 	\$ 0.35 	\$ 1.15 	\$ 0.20			
Fully Diluted: Shares of common stock and common stock equivalents: Weighted average number of common shares	1						
outstanding	12,748,891	12,414,115	12,670,796	12,368,710			
	519,207	565,762	542,683	585,798			
	13,268,098	12,979,877	13,213,479	12,954,508			
Net earnings per share of common stock and common stock equivalent	\$ 0.51	\$ 0.35	\$ 1.14 	\$ 0.20			

- 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.

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

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6-M0S 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) 0 5,075 25,168 10,067 15,101 0 0 0 15,101 1.15 1.14

Total net receivables Not included in quarterly financial information Total debt Does not include additional paid-in-capital

Other income, net