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Washington, D.C. }2054
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/X/ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED MAY 31, 1995
OR
/ / TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF the securities exchange act of 1934

For the transition period from $\qquad$ to $\qquad$
Commission File No. 0-209

BASSETT FURNITURE INDUSTRIES, INCORPORATED
(Exact name of Registrant as specified in its charter)

Virginia
(State or other jurisdiction of incorporation or organization)

54-0135270
(I.R.S. Employer Identification No.)

Bassett, Virginia 24055
(Address of principal executive offices)
(Zip Code)
(703) 629-6000
(Registrant's telephone number, including area code)
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 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 $\qquad$

At May 31, 1995, 14, 087,654 shares of common stock of the Registrant were outstanding.

|  | SIX MONTHS ENDED MAY 31, |  | THREE MONTHS ENDED MAY 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1995 | 1994 |
| Net sales | \$242, 568, 556 | \$256, 303, 646 | \$119, 018, 005 | \$134, 639,355 |
| Costs and expenses |  |  |  |  |
| Cost of sales | 202,624,957 | 210,669,159 | 99,696,395 | 108,841,705 |
| Selling, general and administrative | 32,506,437 | 32,627,185 | 16,490,093 | 17,156,766 |
|  | 235,131, 394 | 243,296,344 | 116,186,488 | 125,998,471 |
| Income from operations | 7,437,162 | 13, 007, 302 | 2,831,517 | 8,640,884 |
| Other income, net | 6,498,934 | 4,643,509 | 4,185,733 | 2,316,514 |
| Income before income taxes and cumulative effect of a change in accounting principle 13,936,096 17,650,811 7,017,250 10,957,398 |  |  |  |  |
| Income taxes | $(4,063,000)$ | $(5,241,000)$ | $(2,040,500)$ | (3, 278, 000 |
| Income before cumulative effect of <br> a change in accounting principle <br> 4,976,750 <br> 7,679,398 |  |  |  |  |
| Cumulative effect of a change in accounting principle | -0- | $(510,200)$ | -0- | -0- |
| Retained earnings - beginning of period NET INCOME | 9,873, 096 | 11,899,611 | 4,976,750 | 7,679,398 |
|  | 221, 949, 817 | 216,211,676 | 224,028,800 | 217,542,249 |
|  | 231,822,913 | 228,111,287 | 229, 005,550 | 225, 221,647 |
| Cash dividends Retirement of purchased common stock | $(5,634,893)$ | $(5,756,080)$ | ( $2,817,530$ ) | ( $2,866,440)$ |
|  | -0- | $(2,340,298)$ | -0- | ( $2,340,298)$ |
| Retained earnings - end of period | \$226,188, 020 | \$220, 014,909 | \$226,188, 020 | \$220, 014,909 |
| EARNINGS PER SHARE: |  |  |  |  |
| Income before cumulative effect of a change in accounting principle | \$ . 70 | \$ . 86 | \$ . 35 | \$ . 53 |
| Cumulative effect of a change |  |  |  |  |
| in accounting principle | -0- | (.04) | -0- | -0- |
| NET INCOME PER SHARE | \$ . 70 | \$ . 82 | \$ . 35 | \$ . 53 |
| DIVIDENDS PER SHARE | \$ . 40 | \$ . 40 | \$ . 20 | \$ . 20 |

The accompanying notes are an integral part of the condensed consolidated financial statements.

| May 31， 1995 | November 30， 1994 |
| :---: | :---: |
| \＄50，355， 811 | \＄42，314，957 |
| 63，880，769 | 71，936，750 |
| 47，102，902 | 45，243，596 |
| 15，300， 067 | 15，588， 696 |
| 44，327， 012 | 44，588，519 |
| 106，729，981 | 105，420， 811 |
| 26，246，000 | 25，346，000 |
| 80，483，981 | 80，074，811 |
| 291，328 | 2，206，736 |
| －0－ | 274，675 |
| 1，883，000 | 1，823，000 |
| 196，894，889 | 198，630，929 |
| 212，440，583 | 207，227，241 |
| 157，352，365 | 152，673，335 |
| 55，088，218 | 54，553，906 |
| 47，222，805 | 43，638，983 |
| 37，298，655 | 35，080， 525 |
| 7，329，214 | 8，593，887 |
| 91，850，674 | 87，313，395 |
| \＄343，833， 781 | \＄340，498， 230 |
| ＝＝＝＝＝＝＝＝＝＝＝＝＝ | ＝＝＝＝＝＝＝＝＝＝＝＝＝ |

## LIABILITIES AND STOCKHOLDERS＇EQUITY

Current Liabilities
Accounts payable
Accrued compensation
Income taxes
\＄23，379，736
6，102，782
1，041， 794
30，524， 312
Deferrals
Deferred liabilities
Deferred income taxes

Stockholders＇Equity
Common stock
Additional capital
9，844，181
2，008， 000
$11,852,181$
70，438，270
18，539
Retained earnings
226，188， 020
Unrealized holding gains，net of tax
4，812，459
301，457， 288
\＄343，833， 781
－＝ーーーーーーーーー

The accompanying notes are an integral part of the condensed consolidated financial statements．

NET CASH PROVIDED BY OPERATING ACTIVITIES

| INVESTING ACTIVITIES |  |  |
| :---: | :---: | :---: |
| Chang | ges (net) in investment securities | 1,010,153 |
| Purch | ases of property, plant and equipment | $(5,323,407)$ |
| Proce | eeds from sale of property, plant and equipment | 50,000 |
| Divid | dends from affiliated company | 544,753 |
| Other |  | 450,592 |
|  |  | $(3,267,909)$ |
| FINANCING ACTIVITIES |  |  |
| Exerc | cise of stock options | 48,733 |
| Purch | hase of common stock | $(26,000)$ |
| Cash | dividends | $(5,634,893)$ |
|  |  | $(5,612,160)$ |
| CHANGE IN | V CASH AND CASH EQUIVALENTS | 8,040,854 |
| CASH AND | CASH EQUIVALENTS - beginning of period | 42,314,957 |
| CASH AND | CASH EQUIVALENTS - end of period | \$50, 355, 811 |
| NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS |  |  |
| A. | Per share amounts are based on $14,087,540$ and average number of shares outstanding at May 31 respectively. | ghted 4, |
| B. | Effective December 1, 1993, the Company adopte Statement No. 109 and reported the cumulative the method of accounting for income taxes in t for 1994 in the amount of $\$ 510,200$. The princ adjustment was due to the basis difference of prior years which was accounted for as a purch | ns of FASB change in statements this made in n. |
| C. | Effective December 1, 1993, the Company adopted the provisions of FASB |  |
|  | Statement No. 115 "Accounting for Certain Investments in Debt and |  |
|  | Equity Securities" and initially reported the effects thereof in the |  |
|  | 1994 financial statements. Under Statement No. 115 the Company |  |
|  | classifies its investment in securities as available-for-sale, which |  |
|  | is reported at fair value. Unrealized holding gains and losses (net |  |
|  | of tax effect) are reported as a separate component of stockholders' |  |
|  | equity. The fair value and cost of the investment in securities was |  |
|  | \$47.2 million and \$39.5 million at May 31, 1995, respectively. |  |

BASIS OF PRESENTATION
The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included.

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

RESULTS OF OPERATIONS:
Major components of net income expressed as a percentage of net sales are reflected below:

|  | Six Months Ended May 31, |  |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
| Cost of sales | 83.53\% | 82.20\% |
| Selling, general and admin. | 13.40 | 12.73 |
| Income from operations | 3.07 | 5.07 |
| Other income, net | 2.67 | 1.81 |
| Income before income taxes | 5.74 | 6.88 |
| Income taxes | 1.67 | 2.04 |
| Accounting change | -0- | . 20 |
| Net income | 4.07 | 4.64 |

## NET SALES

The rate of incoming orders fell during the 1995 second quarter leading to reductions in both shipments and production schedules. Net sales in the second quarter decreased 12\% from 1994 levels, from $\$ 135$ million to $\$ 119$ million; net sales in the six months period decreased $5 \%$ from 1994, from $\$ 256$ million to $\$ 243$ million. The fall off in net sales was pronounced in all Divisions.

The retail household furniture industry, as a whole, has suffered a slowdown in the first half of 1995, both at the retail and manufacturing levels.

## COSTS AND EXPENSES

Cost of sales, as a percentage of net sales, increased to $83.76 \%$ in the second quarter of 1995 up from $80.84 \%$ in 1994 and $83.31 \%$ in the 1995 first quarter. The deterioration in the second quarter brought about an increase in the percentage to $83.53 \%$ for the six months period up from $82.20 \%$ in 1994.

The components of cost of sales, expressed as a percentage of net sales, are reflected below:

|  | Six Months Ended May 31, |  | Three Months Ended May 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1995 | 1994 |
| Materials | 49.36\% | 48.55\% | 49.33\% | 47.54\% |
| Labor | 21.56 | 21.60 | 21.60 | 21.78 |
| Overhead | 12.61 | 12.05 | 12.83 | 11.52 |
|  | 83.53\% | 82.20\% | 83.76\% | 80.84\% |

The increase in the material cost component percentage was due to (i) inability to raise selling prices to cover increased raw material costs (ii) inefficiencies caused by small cutting (job order) sizes and (iii) increased costs related to new market introductions.

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MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF
``` OPERATIONS - CONTINUED

COSTS AND EXPENSES - continued
The increase in the overhead cost component percentage is due to the fact that a significant portion of the overhead costs are fixed.

Selling, general and administration expenses, expressed as a percentage of net sales, increased to \(13.86 \%\) in the 1995 second quarter from \(12.74 \%\) in 1994, causing a rise to 13.40\% for six months in 1995, compared to 12.73\% in 1994 The cost elements included in SG\&A expenses that are considered to be fixed costs remained level during the 1995 periods presented and those costs elements that are considered to be variable decreased during the 1995 periods presented, compared to the same periods in 1994.

OTHER INCOME, NET
Major sources of other income are shown below (in thousands):
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{2}{|l|}{Six Months Ended May 31,} & \multicolumn{2}{|l|}{Three Months Ended May 31,} \\
\hline & 1995 & 1994 & 1995 & 1994 \\
\hline Equity in unremitted income of affiliated companies & \$2,441 & \$2,067 & \$1,420 & \$1,114 \\
\hline Interest (principally tax exempt) & 1,123 & 812 & 573 & 395 \\
\hline Dividends & 1,210 & 1,167 & 667 & 624 \\
\hline Gain from sales of securities & 1,364 & 362 & 1,394 & 203 \\
\hline Other & 361 & 236 & 132 & (19) \\
\hline & \$6,499 & \$4,644 & \$4,186 & \$2,317 \\
\hline
\end{tabular}

\section*{INCOME TAXES}

The effective income tax rate remained approximately the same in the periods presented : 1995 - 29.15\% (6 months), 29.08\% (second quarter); 1994-29.69\% (6 months), 29.92\% (second quarter).

\section*{LIQUIDITY AND CAPITAL RESOURCES:}

The current ratio was 6.5 to 1 at May 31, 1995, 5.9 to 1 at February 28, 1995 and 5.7 to 1 at November 30, 1994. Working capital has remained stable in the past year; varying between \(\$ 169\) million at May 31, 1994, to \(\$ 163\) million at February 28, 1995 ( \(\$ 166\) million at May 31, 1995). Cash provided by operations increased to \(\$ 17\) million for the six months of 1995 compared to \(\$ 7\) million in the same period of 1994; this compares favorably to \(\$ 11\) million provided in the 1995 second quarter compared to \(\$ 2\) million in the 1994 second quarter. Cash provided by operating activities is expected to be adequate for normal future cash requirements. There were no significant commitments for capital expenditures at May 31, 1995. Capital expenditures that will be made in the future for normal requirements are expected to be made from funds generated by operating activities.

PART II - OTHER INFORMATION
BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
a. Exhibits
(27) Financial Data Schedule

\section*{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.

BASSETT FURNITURE INDUSTRIES, INCORPORATED

Robert H. Spilman, Chairman of the Board, and Chief Executive Officer

DATE: \(\qquad\)

Philip E. Booker, Vice President, Controller (Chief Accounting Officer)

DATE: \(\qquad\)
\begin{tabular}{lr} 
For the quarter ended & Commission File Number \\
May 31, 1995 & \(0-209\)
\end{tabular}

BASSETT FURNITURE INDUSTRIES, INCORPORATED EXHIBIT INDEX
\begin{tabular}{|c|c|c|}
\hline Exhibit No. & Exhibit Description & Page No. \\
\hline 27 & Financial Data Schedule & page - 9 \\
\hline
\end{tabular}

6-MOS
NOV-30-1995
DEC-01-1994
MAY-31-1995
50,356
63,881
0
80,484
196, 895
157,352 212,440
157, 352
343, 834
30,524
\[
70,438
\]

0
0
231, 019
343, 834
\begin{tabular}{cc}
\(249,067 \quad 242,569\) \\
235,131 & 202,625 \\
0 & \\
367 & \\
0 & \\
13,936 & \\
4,063 & \\
9,873 & \\
0 & \\
9 & 0 \\
9,873 & \\
.70 & \\
0
\end{tabular}```

