WASHINGTON, D.C. 20549

```
(Mark One)
(X) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE
SECURITIES EXCHANGE ACT OF 1934.
For the quarterly period ending April 30, 1998
OR
( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE
SECURITIES EXCHANGE ACT OF 1934.
For the transition period from
to
--------
Commission File Number 0-13283
    REX Stores Corporation
        (Exact name of registrant as specified in its charter)
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Delaware
(State or other jurisdiction of incorporation or organization)

31-1095548
(I.R.S. Employer Identification Number)

2875 Needmore Road, Dayton, Ohio
45414
(Address of principal executive offices)

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Registrant's telephone number, including area code 937-276-3931
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, and (2) has been subject to such filing requirements for at least the past 90 days. Yes (X) No ( )
At the close of business on June 11, 1998, the registrant had \(7,723,722\) shares of Common Stock, par value \(\$ .01\) per share, outstanding.
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REX STORES CORPORATION AND SUBSIDIARIES

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PART I. FINANCIAL INFORMATION

Item 1. Financial Statements
REX STORES CORPORATION AND SUBSIDIARIES
CONSOLIDATED CONDENSED BALANCE SHEETS

| A S S E T S |  |  |
| :---: | :---: | :---: |
| April 30 | January 31 | April 30 |
| 1998 | 1998 | 1997 |

ASSETS:

| Cash and cash equivalents | \$ | 2,260 | \$ | 16,937 | \$ 2,119 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Short-term investments |  | 1,700 |  | 1,637 | 1,633 |
| Accounts receivable, net |  | 366 |  | 2,775 | 542 |
| Merchandise inventory |  | 142,737 |  | 126,498 | 156,318 |
| Prepaid expenses and other |  | 3,490 |  | 2, 078 | 3,861 |
| Future income tax benefits |  | 7,899 |  | 7,899 | 5,544 |
| Total current assets |  | 158,452 |  | 157,824 | 170, 017 |
| ROPERTY AND EQUIPMENT, NET |  | 94, 063 |  | 93,165 | 89,480 |
| UUTURE INCOME TAX BENEFITS |  | 9,541 |  | 9,541 | 8,519 |
| Total assets |  | 262,056 | \$ | 260,530 | \$268, 016 |

## LIABILITIES AND SHAREHOLDERS' EQUITY

| CURRENT LIABILITIES: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Notes payable | \$ | 11,608 | \$ | 0 | \$ | 25,816 |
| Current portion of long-term debt |  | 3, 045 |  | 2,959 |  | 3,152 |
| Accounts payable, trade |  | 43,548 |  | 49,832 |  | 41,541 |
| Accrued income taxes |  | 270 |  | 1,671 |  | 0 |
| Current portion, deferred income and deferred gain on sale and leaseback |  | 11,371 |  | 11,402 |  | 11,101 |
| Accrued payroll |  | 3,649 |  | 5,810 |  | 3,315 |
| Other liabilities |  | 7,237 |  | 7,263 |  | 6,254 |
| Total current liabilities |  | 80,728 |  | 78,937 |  | 91,179 |


| Liabilities and Shareholders' Equity (Continued) |  |  |  |
| :---: | :---: | :---: | :---: |
| LONG-TERM LIABILITIES: |  |  |  |
| Long-term debt | 52,490 | 52,661 | 52,323 |
| Deferred income | 17,426 | 17,886 | 17,992 |
| Deferred gain on sale and leaseback | 5,028 | 5,264 | 5,971 |
| Total long-term liabilities | 74,944 | 75,811 | 76,286 |
| SHAREHOLDERS' EQUITY: |  |  |  |
| Common stock | 97 | 97 | 96 |
| Paid-in capital | 58,224 | 57,896 | 57,336 |
| Retained earnings | 65,194 | 64,175 | 57,560 |
| Treasury stock | $(17,131)$ | $(16,386)$ | $(14,441)$ |
| Total shareholders' equity | 106,384 | 105,782 | 100,551 |
| Total liabilities and shareholders' equity | \$ 262, 056 | \$ 260,530 | \$ 268, 016 |

The accompanying notes are an integral part of these unaudited consolidated statements.

REX STORES CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
Three Months Ended
April 30
$998 \quad 1997$
(In Thousands, Except Per Share Amounts)

| NET SALES | \$ | 87,964 | \$ | 88,265 |
| :---: | :---: | :---: | :---: | :---: |
| COSTS AND EXPENSES: |  |  |  |  |
| Cost of merchandise sold |  | 63,982 |  | 63,870 |
| Selling, general and |  |  |  |  |
| Total costs and expenses |  | 85,198 |  | 85,443 |
| INCOME FROM OPERATIONS |  | 2,766 |  | 2,822 |
| INVESTMENT INCOME |  | 178 |  | 28 |
| INTEREST EXPENSE |  | 1,259 |  | 1,532 |
| Income before provision for income taxes |  | 1,685 |  | 1,318 |
| PROVISION FOR INCOME TAXES |  | 666 |  | 521 |
| NET INCOME | \$ | 1,019 | \$ | 797 |
| WEIGHTED AVERAGE NUMBER OF |  |  |  |  |
| COMMON AND COMMON EQUIVA- |  |  |  |  |
| LENT SHARES OUTSTANDING |  | 7,697 |  | 7,998 |
| BASIC NET INCOME PER SHARE | \$ | 0.13 | \$ | 0.10 |
| WEIGHTED AVERAGE NUMBER OF |  |  |  |  |
| COMMON AND COMMON EQUIVALENT |  |  |  |  |
| SHARES OUTSTANDING |  | 8,037 |  | 8,230 |
| DILUTED NET INCOME PER SHARE | \$ | 0.13 | \$ | 0.10 |

The accompanying notes are an integral part of these unaudited consolidated statements.

REX STORES CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

|  | Issued |  |  | Treasury |  | Paid-in <br> Capital | Retained Earnings |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shares |  |  | Shares <br> (In | Amount Thousands |  |  |
| Balance at April 30, 1997 | 9,615 | \$ | 96 | 1,763 | \$14,441 | \$57,336 | \$57,560 |
| Common stock issued | 73 |  | 1 | 0 | 0 | 560 | 0 |
| Treasury stock acquired | 0 |  | 0 | 192 | 1,945 | 0 | 0 |
| Net income | 0 |  | 0 | 0 | 0 | 0 | 6,615 |
| Balance at January 31, 1998 | $9,688$ | \$ | 97 | 1,955 | \$16,386 | \$57,896 | \$64,175 |
| Common stock issued | 47 |  | 0 | 0 | 0 | 328 | 0 |
| Treasury stock acquired | 0 |  | 0 | 70 | 745 | 0 | 0 |
| Net income | 0 |  | 0 | 0 | 0 | 0 | 1,019 |
| Balance at |  |  |  |  |  |  |  |
| April 30, 1998 | 9,735 | \$ | 97 | 2,025 | \$17,131 | \$58, 224 | \$65,194 |

[FN]
The accompanying notes are an integral part of these unaudited consolidated statements.

REX STORES CORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS

| Three Months Ended |  |
| :--- | ---: |
| April 30 |  |
| 1998 | 1997 |
| (In Thousands) |  |

CASH FLOWS FROM OPERATING ACTIVITIES:
Net income
\$ 1,019 \$ 797
Adjustments to reconcile net
income to net cash provided
by operating activities:
Depreciation and amortization, net Deferred income 491)

Accounts receivable
Merchandise inventory
Other current assets
2,409 935
$(16,239) \quad(21,285)$
Accounts payable, trade
Other liabilities
$(1,414) \quad(1,644)$
$(3,588)(2,775)$
NET CASH USED IN OPERATING ACTIVITIES

CASH FLOWS FROM INVESTING ACTIVITIES:
Short-term investments
Capital expenditures
NET CASH USED IN INVESTING ACTIVITIES

CASH FLOWS FROM FINANCING ACTIVITIES:
Increase in note payable
11,608 13,674
Payments of long-term debt
Long-term debt borrowings
Common stock issued
(723) (680)

328 1,922
Treasury stock acquired
(745) $(3,073)$

NET CASH PROVIDED BY FINANCING ACTIVITIES

NET DECREASE IN CASH AND
CASH EQUIVALENTS
CASH EQUIVALENTS,
beginning of period
CASH AND CASH EQUIVALENTS, end of period

[FN]
The accompanying notes are an integral part of these unaudited consolidated statements.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

$$
\text { April 30, } 1998
$$

## Note 1. Consolidated Financial Statements

The consolidated financial statements included in this report have been prepared by the Company, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission and include, in the opinion of management, all adjustments necessary to state fairly the information set forth therein. Any such adjustments were of a normal recurring nature. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been omitted pursuant to such rules and regulations, although the Company believes that the disclosures are adequate to make the information presented not misleading. It is suggested that these unaudited consolidated financial statements be read in conjunction with the consolidated financial statements and the notes thereto included in the Company's Annual Report on Form $10-\mathrm{K}$ for the year ended January 31, 1998.

## Note 2. Accounting Policies

The interim consolidated financial statements have been prepared in accordance with the accounting policies described in the notes to the consolidated financial statements included in the Company's 1998 Annual Report on Form 10-K. While management believes that the procedures followed in the preparation of interim financial information are reasonable, the accuracy of some estimated amounts is dependent upon facts that will exist or calculations that will be accomplished at fiscal year end. Examples of such estimates include changes in the LIFO reserve (based upon the Company's best estimate of inflation to date) and management bonuses. Any adjustments pursuant to such estimates during the quarter were of a normal recurring nature.

Certain reclassifications have been made to prior year amounts to conform with their 1998 presentation.

Notes to Consolidated Financial Statements (Continued)
Note 3. Stock Option Plans
The following summarizes options granted, exercised and cancelled or expired during the quarter ended April 30, 1998:

## Shares Under Stock

Option Plans

Outstanding at January 31, 1998
(\$3.375 to $\$ 18.975$ per share)
Exercised ( $\$ 6.875$ to $\$ 8.125$ per share)
Outstanding at April 30, 1998
(\$3.375 to \$18.975 per share)

2,287,464
$(46,945)$

2,240,519

Note 4. Net Income Per Share
Effective January 31, 1998, the Company adopted Statement of Financial Accounting Standards (SFAS) No. 128 "Earnings per Share," which replaces the calculation of primary and fully diluted earnings per share under previous accounting standards with basic and diluted earnings per share. As a result, the Company's reported net income per share amounts for the quarter ended April 30, 1997 have been restated to conform with the requirements of SFAS No. 128. The restatement had no impact on the amounts reported.

The following table reconciles the basic and diluted net income per share computations for each period presented:

|  | Income | April 30, Shares | $\begin{aligned} & 1998 \text { Per Share } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Basic net income per share | \$1, 019 | 7,697 | \$0.13 |
| Effect of stock options | - | 340 |  |
| Diluted net income per share | \$1, 019 | 8,037 | \$0.13 |
|  |  | April 30, | 1997 |
|  | Income | Shares | Per Share |
| Basic net income per share | \$ 797 | 7,998 | \$0.10 |
| Effect of stock options | - | 232 |  |
| Diluted net income per share | \$ 797 | 8,230 | \$0.10 |

As of April 30, 1998, a total of $1,133,973$ shares subject to outstanding options at exercise prices ranging from $\$ 13.00$ to $\$ 18.975$ per share were not included in the common equivalent shares outstanding calculation as the exercise prices were above the average trading price of the Company's stock for the quarter ended April 30, 1998.

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

The Company is a leader in the consumer electronics/appliance retailing industry with 223 stores in 35 states, operating predominantly in small to medium sized markets under the trade name "REX".

Results of Operations
The following table sets forth, for the periods indicated, the relative percentages that certain income and expense items bear to net sales:

|  | Three Months Ended April 30 |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
| Net sales | 100.0\% | 100.0\% |
| Cost of merchandise sold | 72.7 | 72.4 |
| Gross profit | 27.3 | 27.6 |
| Selling, general and administrative expense | 24.1 | 24.4 |
| Income from operations | 3.2 | 3.2 |
| Interest, net | 1.2 | 1.7 |
| Income before income taxes | 2.0 | 1.5 |
| Provision for income taxes | . 8 | . 6 |
| Net income | 1.2\% | . $9 \%$ |

Net sales in the first quarter ended April 30, 1998 were $\$ 88.0$ million compared to $\$ 88.3$ million in the prior year's comparable period, representing a decrease of $\$ 300,000$ or $0.3 \%$. This decrease is the result of a $2.4 \%$ decline in comparable store sales for the quarter, partially offset by increased sales in non-comparable stores. The Company considers a store to be comparable after it has been open six fiscal quarters.

As of April 30, 1998, the Company had 223 stores compared to 222 stores one year earlier. There was one store opened and none closed during the first quarter of fiscal 1999. The Company evaluates the performance of its stores on a continuous basis and, based on an assessment of factors it deems relevant, will close any store which is not adequately contributing to Company profitability.

Gross profit of $\$ 24.0$ million in the first quarter of fiscal 1999 (27.3\% of net sales) was 1.7\% lower than the $\$ 24.4$ million gross profit ( $27.6 \%$ of net sales) recorded in the first quarter of fiscal 1998. The reduced gross profit margin, as a percent of net sales, for the first quarter of fiscal 1999 is primarily the result of a change in the merchandise mix, partially offset by the recognition of a higher amount of extended service contract revenues, which generally have a higher gross profit margin.

Selling, general and administrative expenses for the quarter ended April 30, 1998 were $\$ 21.2$ million ( $24.1 \%$ of net sales), a $1.7 \%$ decrease from $\$ 21.6$ million ( $24.4 \%$ of net sales) for the quarter ended April 30, 1997. The decrease in expense is primarily attributable to lower advertising expenditures in certain markets, partially offset by an increase in incentive commissions for sales personnel.

Interest expense decreased to $\$ 1.3$ million in the first quarter of fiscal 1999 from $\$ 1.5$ million in the first quarter of fiscal 1998. This decrease is a result of lower borrowings on the line of credit primarily due to lower inventory levels.

The effective tax rate was approximately $39.5 \%$ in the first quarter of fiscal 1999 and 1998.

As a result of the foregoing, net income for the first quarter of fiscal 1999 was $\$ 1.0$ million, a $27.9 \%$ increase from $\$ 797,000$ for the first quarter of fiscal 1998.

## Liquidity and Capital Resources

Net cash used in operating activities was $\$ 23.8$ million for the first quarter of fiscal 1999, compared to $\$ 13.0$ million for the prior year first quarter. Cash flow was provided by net income of $\$ 1.0$ million adjusted for non-cash charges of $\$ 290,000$. The primary use of cash was an increase in inventory of $\$ 16.2$ million primarily due to the addition of seasonal air conditioner inventory and a decrease in accounts payable of $\$ 6.3$ million due to timing of payments with vendors. Changes in other working capital items also served to decrease cash by approximately $\$ 2.6$ million.

At April 30, 1998, working capital was $\$ 77.7$ million compared to $\$ 78.9$ million at January 31, 1998 . The ratio of current assets to current liabilities was 2.0 to 1 at April 30, 1998 and January 31, 1998.

The Company had outstanding borrowings of $\$ 11.6$ million on its revolving line of credit at April 30, 1998 at a average interest rate of $8.5 \%$. At April 30, 1998, the Company had approximately $\$ 77.4$ million borrowing availability on the revolving line of credit.

Forward-Looking Statements

This Form 10-Q contains or may contain forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. The words "believes", "estimates", "plans", "expects", "intends", "anticipates" and similar expressions as they relate to the Company or its management are intended to identify such forward-looking statements. Forward-looking statements are inherently subject to risks and uncertainties. Factors that could cause actual results to differ materially from those in the forward-looking statements are set forth in Exhibit 99 to the Company's Form 10-Q for the quarter ended October 31, 1997 (File No. 0-13283).

Item 3. Quantitative and Qualitative Disclosure About Market Risk
None.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits. The following exhibits are filed with this report:

27 Financial Data Schedule
(b) Reports on Form 8-K. No reports on Form 8-K were filed during the quarter ended April 30, 1998.

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.

REX STORES CORPORATION
Registrant

STUART A. ROSE
Stuart A. Rose
Chairman of the Board
(Chief Executive Officer)

DOUGLAS L. BRUGGEMAN
Douglas L. Bruggeman
Vice President, Finance and
Treasurer
(Principal Financial and
Chief Accounting Officer)

## U.S. DOLLARS

3-MOS

$$
\begin{aligned}
& \text { JAN-31-1999 } \\
& \text { FEB-1-1998 } \\
& \text { APR-30-1998 } \\
& 1 \\
& \text { 2,260 } \\
& \text { 1,700 } \\
& 834 \\
& 468 \\
& \text { 142,737 }
\end{aligned}
$$

