FORM 10-Q
QUARTERLY REPORT UNDER SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

For quarter ended DECEMBER 28, 1996
Commission file number 1-9273
PILGRIM'S PRIDE CORPORATION
(Exact name of registrant as specified in its charter)

DELAWARE
(State or other jurisdiction of incorporation or organization)

110 SOUTH TEXAS, PITTSBURG, TX (Address of principal executive offices)

$$
75-1285071
$$

(I.R.S. Employer Identification No.)
(903) 855-1000
(Telephone number of principle executive offices)

NOT APPLICABLE
Former name, former address and former fiscal year, if changed since last report.

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 periods 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

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practical date.

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PART I. FINANCIAL INFORMATION PILGRIM'S PRIDE CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS
ITEM 1: FINANCIAL STATEMENTS:

| December 28, |  |
| :--- | ---: |
| 1996 | September 28, |
| (UNAUDITED) |  |
| $($ in thousands) |  |

ASSETS
Current Assets:
Cash and cash equivalents \$ 17,428 \$ 18,040
Trade accounts and other receivables, less allowance for doubtful accounts 69,856 65,887 Inventories
Deferred income taxes
119, 324 136, 866

Prepaid expenses
9,309 6,801
Other current assets
1, 621
907
Total Current Assets
217,749 229,258
Other Assets
$21,815 \quad 18,827$
Property, Plant and Equipment
467,444 466,672
Less accumulated depreciation
181, $380 \quad 178,035$
286, 064 288,637
$\$ \quad 525,628 \quad \$ \quad 536,722$

LIABILITIES AND STOCKHOLDERS' EQUITY
Current Liabilities:

| Notes payable to banks | \$ 16,000 | \$ | 27,000 |
| :---: | :---: | :---: | :---: |
| Accounts payable | 57,006 |  | 71,354 |
| Accrued expenses | 34,254 |  | 33,599 |
| Current maturities of long-term debt | 9,564 |  | 8,850 |
| Total Current Liabilities | 116,824 |  | 140,803 |
| ong-Term Debt, less current maturities | 195, 957 |  | 198,334 |
| eferred Income Taxes | 59,179 |  | 53,608 |
| inority Interest in Subsidiary | 842 |  | 842 |
| tockholders' Equity: |  |  |  |
| Common stock; \$.01 par value | 276 |  | 276 |
| Additional paid-in capital | 79,763 |  | 79,763 |
| Retained earnings | 72,787 |  | 63,096 |
| Total Stockholders' Equity | 152,826 |  | 143,135 |
|  | \$ 525,628 | \$ | 536,722 |

See notes to condensed consolidated financial statements.
PILGRIM'S PRIDE CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME (LOSS)
(UNAUDITED)

| December 28, December 30 <br> 1996 1995 |  |  |
| :---: | :---: | :---: |
| (in tho | nds, except | and per sha |
| Net Sales \$ | 297,806 | \$ 267,475 |
| Costs and Expenses: |  |  |
| Cost of sales | 267,539 | 246,503 |
| Selling, general and administrative | 13,953 | 12,147 |
|  | 281,492 | 258,650 |
| Operating Income | 16,314 | 8,825 |
| Other Expense (Income): |  |  |
| Interest expense, net | 5,449 | 5,121 |
| Foreign exchange loss | 437 | 1,316 |
| Miscellaneous, net | [2,509] | [248] |


|  | 3,377 |  | 6,189 |
| :--- | ---: | ---: | ---: |
|  |  |  | 2,636 |
| Income Before Income Taxes | 12,937 |  | 3,340 |
| Income tax expense (Loss) | 2,832 | $\$$ | $[704]$ |
| Net Income | $\$ 0,105$ | $\$$ | $[.03]$ |
| Net income (loss) per common share | $\$$ | .37 | $\$$ |
| Dividends per common share | $\$$ | .015 | .015 |
| Weighted average shares outstanding | $27,589,250$ | $27,589,250$ |  |

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## PILGRIM'S PRIDE CORPORATION <br> CONSOLIDATED STATEMENTS OF CASH FLOWS <br> (UNAUDITED)



See notes to condensed consolidated financial statements.
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENT (Unaudited)

NOTE A--BASIS OF PRESENTATION
The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they 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. Operating results for the period ended December 28, 1996 are not necessarily indicative of the results that may be expected for the year ended September 27, 1997. For further information, refer to the consolidated financial statements and footnotes thereto included in Pilgrim's annual report on Form 10-K for the year ended September 28, 1996.

The consolidated financial statements include the accounts of Pilgrim's and its wholly and majority owned subsidiaries. Significant intercompany accounts and transactions have been eliminated.

The assets and liabilities of the foreign subsidiaries are translated at end-of-period exchange rates, except for and non-monetary assets which are translated at equivalent dollar costs at dates of acquisition using historical rates. Operations of foreign subsidiaries are translated at average exchange rates in effect during the period

NOTE B--NET INCOME PER COMMON SHARE
Earnings per share for the periods ended December 28, 1996 and December 30, 1995 are based on the weighted average shares outstanding for the periods.

## note c--INVENTORIES

Inventories consist of the following:
DECEMBER 28, 1996 SEPTEMBER 28, 1996
(in thousands)


The following table presents certain items as a percentage of net sales for the periods indicated.

|  | Percentage of Net Sales THREE MONTHS ENDED |  |
| :---: | :---: | :---: |
| Net sales | 100.0\% | 100.0\% |
| Costs and expenses: |  |  |
| Cost of sales | 89.8\% | 92.2\% |
| Gross profit | 10.2\% | 7.8\% |
| Selling, general and administrative | 4.7\% | 4.5\% |
| Operating Income | 5.5\% | 3.3\% |
| Interest expense | 1.8\% | 1.9\% |
| Income before income taxes | 4.3\% | 1.0\% |
| Net Income (Loss) | 3.4\% | (0.3\%) |

Consolidated net sales were $\$ 297.8$ million for the first quarter of fiscal 1997, an increase of $\$ 30.3$ million, or $11.3 \%$, over the first quarter of fiscal 1996. The increase in consolidated net sales resulted from a $\$ 14.0$ million increase in Mexican chicken sales to $\$ 66.3$ million, an $\$ 11.2$ million increase in domestic chicken sales to $\$ 193.1$ million and a $\$ 5.1$ million increase of sales of other domestic products to $\$ 38.4$ million. The increase in Mexican chicken sales was primarily due to a $50.6 \%$ increase in total revenue per dressed pound offset partially by a $15.8 \%$ decrease in dressed pounds produced. The increase in domestic chicken sales was primarily due to a $5.9 \%$ increase in dressed pounds produced and a . $2 \%$ increase in total revenue per dressed pound produced. The increase in sales of other domestic products was primarily the result of increased sales of the Company's poultry by-products group and higher sales prices for table eggs. Increased revenues per dressed pound produced both domestically and in Mexico were primarily the result of higher sales prices caused by the chicken markets adjusting to higher feed ingredient costs experienced in fiscal 1996 as well as generally improved economic conditions in Mexico compared to the prior year.

Consolidated cost of sales was $\$ 267.5$ million in the first quarter of fiscal 1997, an increase of $\$ 21.0$ million, or $8.5 \%$, over the first quarter of fiscal 1996. The increase primarily resulted from a $\$ 17.5$ million increase in cost of sales of domestic operations, and a $\$ 3.6$ million increase in the cost of sales in Mexican operations.

The cost of sales increase in domestic operations of $\$ 17.5$ million was due to a $5.9 \%$ increase in dressed pounds produced and increased production of higher cost and margin products in prepared foods.

The $\$ 3.6$ million cost of sales increase in Mexican operations was primarily due to a $26.7 \%$ increase in average costs of sales per pound offset partially by an $15.8 \%$ decrease in dressed pounds produced. The increase in average costs of sales per pound was primarily the result of an increase in feed ingredient costs.

Gross profit as a percentage of sales increased to $10.2 \%$ in the first quarter of fiscal 1997 from $7.8 \%$ in the first quarter of fiscal 1996. The increased gross profit resulted mainly from higher sales prices due to the markets adjusting to higher feed ingredient prices experienced in fiscal 1996 and significantly higher margins in Mexico.

Consolidated selling, general and administrative expenses were $\$ 14.0$ million in the first quarter of fiscal 1997, and $\$ 12.1$ million in fiscal 1996. Consolidated selling, general and administrative expenses as a percentage of sales increased in the first quarter of fiscal 1997 to 4.7\% compared to $4.5 \%$ in the first quarter of fiscal 1996.

Consolidated operating income was $\$ 16.3$ million for the first quarter of fiscal 1997, an increase of $\$ 7.5$ million when compared to the first quarter of fiscal 1996, resulting primarily from higher margins experienced in the Mexican operations.

Consolidated net interest expense was $\$ 5.5$ million in the first quarter of fiscal 1997, an increase of $\$ .3$ million, or $6.4 \%$, when compared to the first quarter of fiscal 1996. This increase was due to higher outstanding debt levels resulting primarily from domestic expansions offset slightly by lower interest rates when compared to the first quarter of fiscal 1996.

Consolidated miscellaneous, net a compound of "Other Expense (Income)" was $\$ 2.5$ million in the first quarter of fiscal 1997, includes a $\$ 2.2$ million final settlement of claims resulting from the January 8, 1992 fire at the Company's prepared foods plant in Mt. Pleasant, Texas.

Consolidated income tax expense in the first quarter of fiscal 1997 decreased to $\$ 2.8$ million compared to expense of $\$ 3.3$ million in the first quarter of fiscal 1996. The lower consolidated income tax expense in contrast to higher consolidated income, resulted from increased Mexican earnings which are not currently subject to income taxes.

## LIQUIDITY AND CAPITAL RESOURCES

Strong profits improved liquidity and financial ratios in the fiscal first quarter of 1997. The Company's working capital increased to $\$ 100.9$ million at December 28, 1996 compared to $\$ 88.5$ million at September 28, 1996, the current ratio at December 28, 1996 improved to 1.86 to 1 compared to 1.63 to 1 at September 28, 1996 and the Company's stockholder's equity increased to $\$ 152.8$ million from $\$ 143.1$ million at September 28, 1996. Total debt to capitalization decreased to $59.2 \%$ at December 28, 1996 compared to $62.1 \%$ at September 28, 1996. The Company maintains $\$ 110$ million in revolving credit facilities with available unused lines of credit of $\$ 85.8$ million at January 31, 1997.

Trade accounts and other receivables were $\$ 69.9$ million at December 28, 1996, a $\$ 4.0$ million increase from September 28, 1996. The $6.0 \%$ increase was due primarily to increased consolidated sales. Allowances for doubtful accounts, as a percentage of trade accounts and notes receivable were 4.8\% at December 28, 1996 compared to $5.7 \%$ at September 28, 1996. This decrease is due to increased net sales resulting in a corresponding increase in trade accounts and other receivables with allowances for doubtful accounts being slightly lower.

Inventories were $\$ 119.3$ million at December 28, 1996, a decrease of $\$ 17.5$ million from September 28, 1996. This $12.8 \%$ decrease was due primarily to seasonal variations in sales of chicken and feed products to the Company's principal stockholder.

Accounts payable were $\$ 57.0$ million at December 28, 1996, a $20.1 \%$ decrease from September 28, 1996, due primarily to the reduction in cost of feed ingredients.

Capital expenditures for the first quarter of fiscal 1997 were $\$ 4.2$ million and were primarily incurred to expand production capacities domestically, improve efficiencies, reduce costs and for the routine replacement of equipment. The Company anticipates that it will spend approximately $\$ 35$ million for capital expenditures in fiscal year 1997 and expects to finance such expenditures with available operating cash flows and long-term financing. The Company periodically reviews acquisition opportunities and any business acquisitions consummated in fiscal 1997 would likely be in addition to the projected capital expenditure amount listed above.

PART II
OTHER INFORMATION
ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
The Company did not file any reports on Form 8-K during the three months ended December 28, 1996.

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.

PILGRIM'S PRIDE CORPORATION

Date

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SEP-27-1997 DEC-28-1996 17,428
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119, 324
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181, 380
525,628
116,824
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152,550
525,628
297,806
297, 806 267,539
281, 492
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5,449
12,937
2,832
10,105
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10,105
. 37
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[^0]:    See Notes to condensed consolidated financial statements.

