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

For quarter ended DECEMBER 30, 1995
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)

## 75-1285071

(I.R.S. Employer Identification No.)

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

75686-0093
(Zip code)
(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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## PILGRIM'S PRIDE CORPORATION AND SUBSIDIARIES

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December 30, 1995 and September 30, 1995
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Three months ended December 30, 1995 and December 31, 1994
Consolidated statements of cash flows:
Three months ended December 30, 1995 and December 31, 1994
Notes to condensed consolidated financial statements--December 30, 1995

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

PART I. FINANCIAL INFORMATION PILGRIM'S PRIDE CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS
ITEM 1: FINANCIAL STATEMENTS (UNAUDITED):
December 30,
1995 September 30,
(UNAUDITED) 1995 (in thousands)
ASSETS
Current Assets

| Cash and cash equivalents \$ | \$ 16,269 | \$ 11, 892 |
| :---: | :---: | :---: |
| Trade accounts and other receivables, | , less allowance |  |
| for doubtful accounts | 70,023 | 60, 031 |
| Inventories | 101,790 | 110,404 |
| Deferred income taxes | 5,825 | 9,564 |
| Prepaid expenses | 412 | 526 |
| Other current assets | 812 | 953 |
| Total Current Assets | 195,131 | 193,370 |
| her Assets | 20,535 | 20,918 |
| operty, Plant and Equipment | 453,633 | 442,781 |
| Less accumulated depreciation | 164,687 | 159,465 |
|  | 288,946 | 283,316 |
|  | \$ 504,612 | \$ 497,604 |

LIABILITIES AND STOCKHOLDERS' EQUITY
Current Liabilities


See notes to condensed consolidated financial statements.
PILGRIM'S PRIDE CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME (LOSS)
(UNAUDITED)
Net Sales
Costs and Expenses:
Cost of sales
Selling, general and administrative

THREE MONTHS ENDED December 30, December 31,

1995
1994
(in thousands, except share
and per share data)
\$ 267,475 \$ 227,000

| 246,503 | 206,235 |
| ---: | ---: |
| 12,147 | 12,023 |
| 258,650 | 218,258 |
| 8,825 | 8,742 |

Operating Income
8,825
8,742
Other Expense (Income):
$\begin{array}{lll}\text { Interest expense, net } & 5,121 & 4,327\end{array}$
Foreign exchange loss
1,316
2,345

| Miscellaneous, net | [248] |  |  | [247] |
| :---: | :---: | :---: | :---: | :---: |
| Income Before Income Taxes |  | 2,636 |  | 2,317 |
| Income tax expense |  | 3,340 |  | 1,761 |
| Net Income (Loss) | \$ | [704] | \$ | 556 |
| Net income (loss) per common share | \$ | [.03] | \$ | . 02 |
| Dividends per common share | \$ | . 015 | \$ | . 015 |
| Weighted average shares outstanding |  | 9,250 | 27, | 9,250 |

See Notes to condensed consolidated financial statements.

## 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 30, 1995 are not necessarily indicative of the results that may be expected for the year ended September 28, 1996. 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 30, 1995.

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. The translation adjustments are reflected in the Consolidated Statements of Income (Loss).

NOTE B--NET INCOME PER COMMON SHARE

Earnings per share for the periods ended December 30, 1995 and December 31, 1994 are based on the weighted average shares outstanding for the periods.

## NOTE C--INVENTORIES

Inventories consist of the following:
DECEMBER 30, 1995 SEPTEMBER 30, 1995
(in thousands)

| Live broilers and hens | $\$$ | 44,815 | 55,353 |
| :--- | :--- | ---: | ---: | ---: |
| Feed, eggs and other |  | 35,509 | 32,087 |
| Finished poultry products |  | 21,466 | 22,964 |
|  | $\$ 101,790$ | $\$ 110,404$ |  |

NOTE D--IMPACT OF MEXICAN PESO DEVALUATION
Included in results of operations for the period ended December 30, 1995 and December 31,1994 is a $\$ 1.3$ million and $\$ 2.3$ million, respectively, foreign exchange loss resulting from the devaluation of the Mexican peso against the U.S. dollar. Also included in cost of sales is a $\$ 2.0$ million lower of cost or market adjustment to inventories in Mexico at December 31, 1994 resulting from the affect of such devaluation on operations. These adjustments are presented in the Condensed Consolidated Balance Sheet and Consolidated Statement of Cash Flows as components of the specific line items affected with the exception that the exchange rate effects on cash and cash equivalents has been separately stated on the Consolidated Statement of Cash Flows. See Management's Discussion and Analysis of Financial Condition and Results of Operations - Impact of Mexico Peso Devaluation.

PILGRIM'S PRIDE CORPORATION AND SUBSIDIARIES
December 30, 1995

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENT (Unaudited) -<br>Continued

ITEM 2: MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

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

|  | $\begin{gathered} \text { Percentage } \\ \text { THREE MO } \\ \text { December } 30, \\ 1995 \end{gathered}$ | of Net Sales THS ENDED December 31, 1994 |
| :---: | :---: | :---: |
| Net sales | 100.0\% | 100.0\% |
| Costs and expenses: |  |  |
| Cost of sales | 92.2\% | 90.9\% |
| Gross profit | 7.8\% | 9.1\% |
| Selling, general and administrative | ative 4.5\% | 5.3\% |
| Operating Income | 3.3\% | 3.9\% |
| Interest expense | 1.9\% | 1.9\% |
| Income before income taxes | 1.0\% | 1.0\% |
| Net Income (Loss) | (0.3\%) | 0. $2 \%$ |

FIRST QUARTER 1995, COMPARED TO FIRST QUARTER 1996
Consolidated net sales were $\$ 267.5$ million for the first quarter of fiscal 1996, an increase of $\$ 40.5$ million, or $17.8 \%$, over the first quarter of fiscal 1995. The increase in consolidated net sales resulted from a $\$ 25.7$ million increase in domestic chicken sales to $\$ 181.9$ million, an $\$ 8.5$ million increase in sales of other domestic products to $\$ 33.4$ million and by a $\$ 6.3$ million increase in Mexican chicken sales to $\$ 52.2$ million. The increase in domestic chicken sales was primarily due to a $9.2 \%$ increase in total revenue per dressed pound produced and a $6.7 \%$ increase in the dressed pounds produced. The increase in Mexican chicken sales was primarily due to a $46.1 \%$ increase in dressed pounds produced resulting primarily from the July 5, 1995 acquisition of five chicken companies located near Queretaro, Mexico, offset by a $22.2 \%$ decrease in total revenue per dressed pound produced caused primarily by the devaluation of the Mexican peso which began in December 1994.

Consolidated cost of sales was $\$ 246.5$ million in the first quarter of fiscal 1996, an increase of $\$ 40.3$ million, or $19.5 \%$, over the first quarter of fiscal 1995. The increase primarily resulted from a $\$ 29.8$ million increase in cost of sales of domestic operations, and a $\$ 10.5$ million increase in the cost of sales in Mexican operations.

The cost of sales increase in domestic operations of $\$ 29.8$ million was due primarily to a 6.7\% increase in dressed pounds produced, increased production of higher margin products in prepared foods and a 30.6\% increase in feed ingredient costs. Since year end, feed costs have increased substantially due to lower crop yields in the 1995 harvest season and if feed costs remain at their current level and sales prices do not correspondingly increase, future results will be negatively impacted.

The $\$ 10.5$ million cost of sales increase in Mexican operations was primarily due to a $46.1 \%$ increase in dressed pounds produced offset partially by a $14.8 \%$ decrease in average costs of sales per dressed pound resulting from the devaluation of the Mexican peso. See Impact of Mexican Peso Devaluation discussed below.

Gross profit as a percentage of sales decreased to $7.8 \%$ in the first quarter of fiscal 1996 from $9.1 \%$ in the first quarter of 1995. The decreased gross profit resulted mainly from the Company's Mexican operation and was primarily the result of the Mexican peso devaluation having a greater effect on selling prices than costs of sales, due primarily to the dollar based characteristics of grain prices, which is a major component of

Consolidated selling, general and administrative expenses were \$12.1 million for the first quarter of fiscal 1996, an increase of $\$ .1$ million, or $1.0 \%$, when compared to the first quarter of fiscal 1995. Consolidated selling, general and administrative expenses as a percentage of sales decreased in the first quarter of fiscal 1996 to $4.5 \%$ compared to $5.3 \%$ in the first quarter of fiscal 1995.

Consolidated operating income was $\$ 8.8$ million for the first quarter of fiscal 1996 a slight increase of $\$ .1$ million, or . $1 \%$, when compared to the first quarter of 1995.

Consolidated net interest expense was $\$ 5.1$ million in the first quarter of fiscal 1996 an increase of $\$ .8$ million, or $18.3 \%$, when compared to the first quarter of fiscal 1995. This increase was due to higher outstanding debt levels resulting primarily from the prior year acquisitions in Mexico, offset slightly by lower interest rates when compared to the first quarter of fiscal 1995.

Consolidated income tax expense as a percentage of income before income taxes increased in the first quarter of fiscal 1996 to $126.7 \%$ compared to $76.0 \%$ in the first quarter of fiscal 1995. The high effective tax rate is due to the Company having positive taxable income in the United States offset by losses in Mexico which result in no current tax benefit under current Mexican tax laws.

## LIQUIDITY AND CAPITAL RESOURCES

Liquidity in first quarter 1996 remained strong. However, operating losses in Mexico resulting primarily from the Mexican peso devaluation affected most financial ratios. The Company's working capital at December 30, 1995 decreased to $\$ 73.0$ million from $\$ 88.4$ million at September 30, 1995. The current ratio at December 30, 1995 decreased to 1.60 to 1 from 1.84 to 1 at September 30, 1995 and the Company's stockholder's equity slightly decreased to $\$ 151.0$ million at December 30, 1995 million from \$152.1 million at September 30, 1995. The Company reduced its ratio of total debt to capitalization to $56.1 \%$ at December 30, 1995 from $56.9 \%$ at September 30, 1995. The Company maintains a $\$ 75$ million revolving credit facility and obtained a $\$ 10$ million revolving credit facility in Mexico on January 31, 1996, with available unused lines of credit of $\$ 32.8$ million and $\$ 10$ million, respectively, at February 9, 1994.

Trade accounts and other receivables were $\$ 70.0$ million at December 30, 1995, a $\$ 10.0$ million increase from September 30, 1995. The $16.6 \%$ increase was due primarily to increased domestic sales offset partially by the effects of the Mexican peso devaluation. Allowances for doubtful accounts, which primarily relate to receivables in Mexico, as a percentage of trade accounts and notes receivable were $5.4 \%$ at December 30, 1995 compared to $6.7 \%$ at September 30, 1995.

Inventories were $\$ 101.8$ million at December 30, 1995, a decrease of $\$ 8.6$ million decrease from September 30, 1995. This $7.8 \%$ decrease was due to reductions in finished poultry products due to increased sales, seasonal variations in sales of poultry and feed products to the Company's principal stockholder, and the effects on Mexican inventories resulting from the peso devaluation.

Accounts payable were $\$ 71.6$ million at December 30, 1995, a $28.6 \%$ increase from September 30, 1995, due primarily to higher production levels, feed ingredient costs and construction-in progress from September 30, 1995.

Capital expenditures for the first three months of 1995 were $\$ 12.4$ 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 $\$ 45.0$ million for capital expenditures in fiscal year 1996 and expects to finance such expenditures with available operating cash flows, leases and long-term financing. The Company expects to close a $\$ 50$ million long-term financing arrangement in the second fiscal quarter which will be used to finance the above mentioned capital expenditures and to refinance certain existing long-term debt.
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENT (Unaudited) -

## IMPACT OF MEXICAN PESO DEVALUATION

In December 1994, the Mexican government changed its policy of defending the peso against the U.S. dollar and allowed it to float freely on the currency markets. These events resulted in the Mexican peso exchange rate declining from 3.39 to 1 U.S. dollar at October 1, 1994 to a low of 7.91 at November 15, 1995. On February 8, 1996 the Mexican peso closed at 7.45 to 1 U.S. dollar. No assurance can be given as to the future valuation of the Mexican peso and its resulting impact on the Company's operation. Further movement in the Mexican peso could affect future earnings positively or negatively.

Adjustments resulting from changes in currency exchange rates on net monetary assets are reflected in the consolidated Statements of Income (Loss). Classification of the effects in the Consolidated Statements of Income (Loss) is dependent upon the nature of the underlying asset and, in general, exchange rate effects on net monetary assets are reflected as "Other expenses (income) - Foreign exchange (gain) loss." During the quarters ended December 30, 1995 and December 31, 1994, the peso's devaluation resulted in foreign exchange losses of $\$ 1.3$ million and $\$ 2.3$ million, respectively, on net monetary assets.

OTHER

In March 1995, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 121, "ACCOUNTING FOR THE IMPAIRMENT OF LONG-LIVED ASSETS AND FOR LONG-LIVED ASSETS TO BE DISPOSED OF." SFAS No. 121 establishes accounting standards for the impairment of long-lived assets to be held and used and for long-lived assets to be disposed of. SFAS No. 121 is scheduled to become mandatory for the Company's 1997 fiscal year. The Company has not determined the effect of adopting SFAS No. 121. There will be no cash flow impact from this accounting change.

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 30, 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.

PILGRIM'S PRIDE CORPORATION

Clifford E. Butler

Vice Chairman of the Board, Chief Financial Officer and Secretary and Treasurer in his respective capacity as such

3-MOS
SEP-28-1996
DEC-30-1995
16,269
70,023 ${ }^{0}$
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101,790
195,131
453,633
164,687
504,612
122,147
177,340
276
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679
504, 612
150, 679

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267,475 \\
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