## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 10-Q

X Quarterly report pursuant to Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934

For the quarterly period ended March 31, 1996
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 1-87

EASTMAN KODAK COMPANY
(Exact name of registrant as specified in its charter)

NEW JERSEY
(State of incorporation)

16-0417150
(IRS Employer Identification No.)

14650
(Zip Code)
716-724-4000

343 STATE STREET, ROCHESTER, NEW YORK
(Address of principal executive offices)
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

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

Class
Number of Shares Outstanding at
March 31, 1996
339,586, 051

|  | First Quarter |  |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| (in millions) |  |  |
| REVENUES |  |  |
| Sales | \$3,388 | \$3,137 |
| Earnings from equity interests and other revenues | 58 | 72 |
| TOTAL REVENUES | 3,446 | 3,209 |
| COSTS |  |  |
| Cost of goods sold | 1,776 | 1,613 |
| Selling, general and administrative expenses | 971 | 895 |
| Research and development costs | 241 | 219 |
| Interest expense | 18 | 19 |
| Other costs | 19 | 48 |
| TOTAL COSTS | 3,025 | 2,794 |
| Earnings before income taxes | 421 | 415 |
| Provision for income taxes | 147 | 153 |
| NET EARNINGS | \$ 274 | \$ 262 |
| Earnings per share | \$ . 80 | \$ . 77 |
| CONSOLIDATED STATEMENT OF RETAINED EARNINGS |  |  |
|  |  | ter |
|  | 1996 | 1995 |
|  |  | ns) |
| Retained earnings at beginning of year | \$5,184 | \$4,485 |
| Net earnings | 274 | 262 |
| Cash dividends declared | (137) | (136) |
| Other changes | 2 | (6) |
| RETAINED EARNINGS at end of quarter | \$5,323 | \$4,605 |


|  | $\begin{gathered} \text { March 31, } \\ 1996 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 1995 \end{gathered}$ |
| :---: | :---: | :---: |
| (in millions) |  |  |
| ASSETS |  |  |
| CURRENT ASSETS |  |  |
| Cash and cash equivalents | \$ 1,139 | \$ 1,764 |
| Marketable securities | 28 | 47 |
| Receivables | 2,838 | 3,145 |
| Inventories | 1,898 | 1,660 |
| Deferred income tax charges | 515 | 520 |
| Other | 247 | 173 |
| Total current assets | 6,665 | 7,309 |
| PROPERTIES |  |  |
| Land, buildings and equipment at cost | 12,716 | 12,652 |
| Less: Accumulated depreciation | 7,343 | 7,275 |
| Net properties | 5,373 | 5,377 |
| OTHER ASSETS |  |  |
| Goodwill (net of accumulated amortization of \$353 and \$346) | 534 | 536 |
| Deferred income tax charges | 330 | 344 |
| Long-term receivables and other noncurrent assets | 966 | 911 |
| TOTAL ASSETS | \$13, 868 | \$14,477 |

LIABILITIES AND SHAREHOLDERS' EQUITY

| RRENT LIABILITIES |  |  |
| :---: | :---: | :---: |
| Payables | \$ 3, 024 | \$ 3,327 |
| Short-term borrowings | 557 | 586 |
| Taxes-income and other | 787 | 567 |
| Dividends payable | 137 | 137 |
| Deferred income tax credits | 32 | 26 |
| Total current liabilities | 4,537 | 4,643 |
| OTHER LIABILITIES |  |  |
| Long-term borrowings | 507 | 665 |
| Postemployment liabilities | 3,273 | 3,247 |
| Other long-term liabilities | 701 | 704 |
| Deferred income tax credits | 97 | 97 |
| Total liabilities | 9,115 | 9,356 |
| SHAREHOLDERS' EQUITY |  |  |
| Common stock at par* | 978 | 974 |
| Additional capital paid in or transferred from retained earnings | 881 | 803 |
| Retained earnings | 5,323 | 5,184 |
| Accumulated translation adjustment | 75 | 93 |
|  | 7,257 | 7,054 |
| Less: Treasury stock shares at cost* | 2,504 | 1,933 |
| Total shareholders' equity | 4,753 | 5,121 |
| total liabilities And shareholders' EQuity | \$13,868 | \$14,477 |

*Common stock: $\$ 2.50$ par value, 950 million shares authorized, 391.0 million shares issued as of March 31, 1996. Treasury stock shares at cost consists of approximately 51 million shares at March 31, 1996 and 44 million shares at December 31, 1995.


The financial statements have been prepared by the Company in accordance with the accounting policies stated in the 1995 Annual Report and should be read in conjunction with the Notes to Financial Statements appearing therein. In the opinion of the Company, all adjustments (consisting only of normal recurring adjustments) necessary for a fair presentation have been included in the financial statements. The statements are based in part on estimates and have not been audited by independent accountants. The annual statements will be audited by independent accountants.

## COMMITMENTS AND CONTINGENCIES

The Company and its subsidiary companies are involved in lawsuits, claims, investigations and proceedings, including product liability, commercial, environmental, and health and safety matters, which are being handled and defended in the ordinary course of business. There are no such matters pending that the Company and its General Counsel expect to be material in relation to the Company's business, financial condition or results of operations.

David J. FitzPatrick, Vice President and Controller
May 6, 1996

## SUMMARY

| (in millions, except earnings per share) | First Quarter |  |  |
| :--- | ---: | ---: | ---: |
|  | 1996 | 1995 | Change |
| Sales | $\$ 3,388$ | $\$ 3,137$ | $+8 \%$ |
| Net earnings | 274 | 262 |  |
| Earnings per share | .80 | .77 |  |

Sales for the first quarter of 1996 were $\$ 3,388$ million and net earnings were $\$ 274$ million ( $\$ .80$ per share). Net earnings increased over the comparable period a year ago as the benefits of volume increases were only partially offset by lower effective selling prices, higher selling, general and administrative activity and increased research and development expenditures. On April 16, 1996, the Company announced a program, expected to extend over the next two to three years, to repurchase up to an additional \$2 billion of its outstanding common stock. This follows a $\$ 1$ billion stock repurchase program the Company commenced during the fourth quarter of 1995. At March 31, 1996, approximately $\$ 870$ million of the original $\$ 1$ billion has been repurchased, with the remaining $\$ 130$ million expected to be repurchased in the near future.

On January 18, 1996, the Company announced its intention to strengthen and reposition its Office Imaging business. The Office Imaging business is involved primarily with the development, production, sale and service of office reprographics, document processing and reproduction equipment. The Company continues to explore a variety of strategic options and structural alternatives, which include expanding its use of strategic alliances, the formation of joint ventures and potential divestiture.

1995
Sales for the first quarter of 1995 were $\$ 3,137$ million and net earnings were $\$ 262$ million ( $\$ .77$ per share)

Sales by Industry Segment

|  | First Quarter |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1996 |  | 1995 | Change |
| (in millions) |  |  |  |  |  |
| Consumer Imaging |  |  |  |  |  |
| Inside the U.S. |  | 558 |  | - 486 | +15\% |
| Outside the U.S. |  | 897 |  | 781 | +15 |
| Total Consumer Imaging |  | 1,455 |  | 1,267 | +15 |
| Commercial Imaging |  |  |  |  |  |
| Inside the U.S. |  | 933 |  | 925 | + 1 |
| Outside the U.S. |  | 1,008 |  | 952 | + 6 |
| Total Commercial Imaging |  | 1,941 |  | 1,877 | + 3 |
| Deduct: Intersegment Sales |  | (8) |  | (7) |  |
| Total Sales |  | 3,388 |  | 3,137 | + 8\% |

Earnings from Operations by Industry Segment (in millions)


COSTS AND EXPENSES
(in millions)
Gross profit
Percent of Sales
Selling, general and administrative expenses Percent of Sales
Research and development costs
Percent of Sales

| First Quarter |  |  |
| :---: | :---: | :---: |
| 1996 |  | 1995 | Change

## 1996 COMPARED WITH 1995

First quarter 1996 sales increased 8\% compared with the first quarter of 1995, primarily due to higher unit volumes. Currency changes against the U.S. dollar negatively affected sales by $\$ 15$ million in 1996. Sales for the Consumer Imaging segment increased significantly, while Commercial Imaging segment sales increased slightly. Consumer Imaging sales increased significantly both to customers in the U.S. and outside the U.S., due to worldwide volume increases of Kodacolor 35 mm films, Ektacolor papers, photofinishing services and cameras. Commercial Imaging sales to customers in the U.S. were essentially level with the first quarter of 1995. Sales to customers outside the U.S. showed a moderate increase from the prior year, as good volume gains were partially offset by lower effective selling prices. Sales of motion picture films and many of the newer digital products led the worldwide sales increase.

Earnings from operations decreased $4 \%$ from the first quarter of 1995, as the benefits of increased unit volumes were more than offset by lower gross profit, higher levels of selling, general and administrative activity, and higher research and development activity. The primary factors contributing to the decrease of one percentage point in the gross profit rate were price declines in certain product categories and a slightly different product mix with proportionately less sales coming from higher margin sensitized products. Additionally, advertising and other costs for the Company's new Advantix system products contributed to the increase in selling, general and administrative expenses.

Consumer Imaging operating earnings increased $10 \%$, as the benefits of increased unit volumes were partially offset by higher levels of advertising associated with the new Advantix system products and lower effective selling prices. Commercial Imaging operating earnings decreased $11 \%$ from the first quarter of 1995 , as the adverse effects of lower effective selling prices, higher research and development activity and increased selling, general and administrative activity more than offset the benefits of increased unit volumes.

Earnings from equity interests and other revenues decreased for the first quarter of 1996 compared with 1995, due primarily to lower earnings from equity interests. Interest expense for the first quarter of 1996 was essentially level with 1995, as total borrowings were generally consistent year over year. The decrease in other costs in 1996 compared with 1995 is due primarily to lower net losses in 1996 from foreign exchange transactions and the translation of net monetary items in highly inflationary economies. The lower effective tax rate in 1996 principally results from the utilization of certain foreign tax loss carryforwards.

## LIQUIDITY AND CAPITAL RESOURCES

Available cash reserves and cash from operations have been and will be used to complete the $\$ 1$ billion and $\$ 2$ billion stock repurchase programs.

Cash flow from operations for the first quarter of 1996 was $\$ 424$ million, primarily due to net earnings of $\$ 274$ million, which included non-cash expenses for depreciation and amortization of $\$ 213$ million, and a $\$ 286$ million decrease in receivables. Net cash outflow from investing activities was $\$ 223$ million for the first quarter of 1996, due primarily to capital expenditures of $\$ 250$ million. Net cash outflow from financing activities of $\$ 827$ million for the first quarter of 1996 was primarily due to the $\$ 571$ million stock repurchase and $\$ 137$ million of dividend payments.

Total cash dividends of approximately $\$ 137$ million ( $\$ .40$ per share) and $\$ 136$ million ( $\$ .40$ per share) were declared in the first quarters of 1996 and 1995, respectively.

Cash, cash equivalents and marketable securities decreased from \$1,811 million at December 31, 1995 to $\$ 1,167$ million at March 31, 1996. Net working capital also decreased from $\$ 2,666$ million at year-end 1995 to $\$ 2,128$
million at March 31, 1996. Both decreases are primarily attributable to the stock repurchase program.

Capital additions for the first quarter of 1996 were $\$ 250$ million compared with \$238 million for the first quarter of 1995.

Item 1. Legal Proceedings

In April 1987, the Company was sued in federal district court in San Francisco by a number of independent service organizations who alleged violations of Sections 1 and 2 of the Sherman Act and of various state statutes in the sale by the Company of repair parts for its copier and micrographics equipment (Image Technical Service, Inc. (ITS), et al v. Eastman Kodak Company). The complaint sought unspecified compensatory and punitive damages. Trial began on June 19, 1995 and concluded on September 18, 1995 with a jury verdict for plaintiffs of $\$ 23,948,300$, before trebling. The Company has appealed the jury's verdict and intends to continue to defend this action vigorously.

Two cases that raise essentially the same antitrust issues as ITS are pending in federal district court in San Francisco (Nationwide, et al v. Eastman Kodak Company, filed March 10, 1995, and A-1 Copy Center, et al v. Eastman Kodak Company, filed December 13, 1993, the latter a consolidated class action). The complaints in Nationwide and A-1 seek unspecified compensatory and punitive damages. Stays in both these cases were lifted effective March 1, 1996, and trials are possible within the next two years. The Company is defending both of these matters vigorously.

The Company is participating in the Environmental Protection Agency's (EPA) Toxic Substances Control Act (TSCA) Section 8 (e) Compliance Audit Program. As a participant, the Company has agreed to audit its files for materials which under current EPA guidelines would be subject to notification under Section 8 (e) of TSCA and to pay stipulated penalties for each report submitted under this program. The Company anticipates that its liability under the Program will be \$1,000,000.

In addition to the foregoing environmental action, the Company has been designated as a potentially responsible party (PRP) under the Comprehensive Environmental Response, Compensation, and Liability Act of 1980, as amended (the Superfund law), or under similar state laws, for environmental assessment and cleanup costs as the result of the Company's alleged arrangements for disposal of hazardous substances at approximately twenty-five Superfund sites. With respect to each of these sites, the Company's actual or potential allocated share of responsibility is small. Furthermore, numerous other PRPs have similarly been designated at these sites and, although the law imposes joint and several liability on PRPs, as a practical matter, costs are shared with other PRPs. Settlements and costs paid by the Company in Superfund matters to date have not been material. Future costs are also not expected to be material to the Company's financial condition.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits and financial statement schedules required as part of this report are listed in the index appearing on page 10.
(b) Reports on Form 8-K

No reports on Form $8-K$ were filed or required to be filed for the quarter ended March 31, 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.

## EASTMAN KODAK COMPANY

(Registrant)

David J. FitzPatrick, Vice President and Controller

## Eastman Kodak Company and Subsidiary Companies

## Index to Exhibits

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11
(27) Financial Data Schedule, Exhibit (27) - Submitted with the Edgar filing as a second document to this Form 10-Q

Computation of Earnings Per Common Share
First Quarter

| 1996 |
| :---: |


| in millions, except |
| :---: |
| per share amounts) |

\$ 421

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE FIRST QUARTER 1996 FORM 10-Q OF EASTMAN KODAK COMPANY, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

0000031235
EASTMAN KODAK COMPANY
1,000,000
U.S. DOLLARS

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3-MOS
            DEC-31-1996
                JAN-01-1996
                MAR-31-1996
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                1 1 3 9
                    28
                    2838
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            6 6 6 5
                                    12716
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13868
                                    3388
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                                    1 7 7 6
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