# SECURITIES AND EXCHANGE COMMISSION 

WASHINGTON, DC 20549
Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the Quarterly
Period Ended March 30, 1997 Commission File Number 1-6714

## THE WASHINGTON POST COMPANY

(Exact name of registrant as specified in its charter)

## Delaware

53-0182885
(State or other jurisdiction of (I.R.S. Employer
incorporation or organization) Identification No.)

1150 15th Street, N.W. Washington, D.C. 20071
(Address of principal executive offices) (Zip Code)
(202) 334-6000
(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(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period 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

Shares outstanding at May 2, 1997:

| Class A Common Stock | $\mathbf{1 , 7 7 9 , 2 5 0}$ Shares |
| :--- | :--- |
| Class B Common Stock | $8,956,515$ Shares |

## THE WASHINGTON POST COMPANY

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PART I. FINANCIAL INFORMATION
Item 1. Financial Statements

The Washington Post Company
Consolidated Statements of Income (Unaudited)

|  | Thirteen Weeks Ended |  |
| :---: | :---: | :---: |
| (In thousands, except per share amounts) | $\begin{gathered} \text { March 30, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 1996 \end{gathered}$ |
| Operating revenues |  |  |
| Advertising | \$278, 528 | \$252,807 |
| Circulation and subscriber | 123,674 | 117, 070 |
| Other | 51,899 | 46,742 |
|  | 454, 101 | 416,619 |
| Operating costs and expenses |  |  |
| Operating | 243,504 | 242,482 |
| Selling, general and administrative | 106,886 | 100, 792 |
| Depreciation and amortization of |  |  |
| Amortization of goodwill and other intangibles | 7,953 | 6,985 |
|  | 376,133 | 366,419 |
| Income from operations | 77,968 | 50,200 |
| Other income (expense) |  |  |
| Equity in earnings of affiliates | 125 | 7,353 |
| Interest income | 1,112 | 1,224 |
| Interest expense | (165) | (1, 083 |
| Other | (846) | 2,867 |
| Income before income taxes | 78,194 | 60,561 |
| Provision for income taxes |  |  |
| Current | 30,253 | 22,343 |
| Deferred | 247 | 1,276 |
|  | 30,500 | 23,619 |
| Net income | 47,694 | 36,942 |
| Redeemable preferred stock dividends | (478) | (202) |
| Net income available for common shares | \$ 47, 216 | \$ 36,740 |
| Earnings per common share | \$ 4.35 | \$ 3.34 |
| Dividends declared per common share | \$ 2.40 | \$ 2.30 |
| Average number of common shares outstanding | 10,866 | 11, 011 |

The Washington Post Company
Consolidated Balance Sheets (Unaudited)

| Assets | $\begin{gathered} \text { March 30, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { December } 29, \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and cash equivalents | \$ 104, 804 | \$ 102,278 |
| Accounts receivable, less estimated returns, doubtful accounts and allowances | 209,489 | 233,063 |
| Inventories | 30,641 | 24,427 |
| Other current assets | 17,844 | 22,863 |
|  | 362,778 | 382,631 |
| Investments in affiliates | 196,403 | 199,278 |
| Property, plant and equipment |  |  |
| Buildings | 188,461 | 188,527 |
| Machinery, equipment and fixtures | 762,379 | 768,509 |
| Leasehold improvements | 28,987 | 28,883 |
|  | 979,827 | 985, 919 |
| Less accumulated depreciation and amortization | $(600,110)$ | $(594,195)$ |
|  | 379,717 | 391, 724 |
| Land | 34,333 | 34,332 |
| Construction in progress | 120,974 | 85,307 |
|  | 535, 024 | 511,363 |
| Goodwill and other intangibles, |  |  |
| less accumulated amortization | 552,669 | 544,349 |
| Deferred charges and other assets | 237,181 | 232,790 |
|  | \$1,884, 055 | \$1,870,411 |
| Liabilities and Shareholders' Equity |  |  |
| Current liabilities |  |  |
| Accounts payable and accrued liabilities | \$ 180,782 | \$ 194,186 |
| Federal and state income taxes | 32,304 | 5,381 |
| Deferred subscription revenue | 85, 011 | 82,069 |
| Dividends declared | 13,226 | -- |
|  | 311, 323 | 281,636 |
| Other liabilities | 226,719 | 223,878 |
| Deferred income taxes | 29,588 | 30,147 |
|  | 567,630 | 535,661 |
| Redeemable preferred stock | 11,947 | 11,947 |
| Preferred stock | -- | -- |
| Common shareholders' equity |  |  |
| Common stock | 20,000 | 20, 000 |
| Capital in excess of par value | 30, 297 | 26,455 |
| Retained earnings | 2,023,601 | 2,002,359 |
| Cumulative foreign currency translation adjustment | 2,285 | 4,663 |
| Unrealized gain on available-for-sale securities | 1,906 | 3,155 |
| Cost of Class B common stock held in treasury | $(773,611)$ | $(733,829)$ |
|  | 1,304,478 | 1,322,803 |
|  | \$1,------ | \$1,-770,411 |

The Washington Post Company
Consolidated Statements of Cash Flows (Unaudited)
(In thousands)

Cash flows from operating activities:
Net income
Adjustments to reconcile net income to net cash provided by operating activities:

Depreciation and amortization of property, plant and equipment
Amortization of goodwill and other intangibles
Gain on disposition of business, net
Equity in earnings of affiliates, net of distributions
Increase in income taxes payable
Provision for deferred income taxes
Change in assets and liabilities:
Decrease in accounts receivable, net
(Increase) in inventories
(Decrease) increase in accounts payable and accrued liabilities
Decrease (increase) in other assets and other liabilities, net
Other

Net cash provided by operating activities

Cash flows from investing activities:
Net proceeds from sale of business Purchases of property, plant and equipment Proceeds from sales of marketable securities Investments in certain businesses Other

Net cash used in investing activities

Cash flows from financing activities:
Principal payments on debt
Issuance of redeemable preferred stock
Dividends paid
Common shares repurchased

Net cash used in financing activities

Net increase (decrease) in cash and cash
equivalents
Beginning cash and cash equivalents

Ending cash and cash equivalents

| $\begin{gathered} \text { March 30, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 1996 \end{gathered}$ |
| :---: | :---: |
| \$ 47,694 | \$ 36,942 |
| 17,790 | 16,160 |
| 7,953 | 6,985 |
| - - | $(3,112)$ |
| 498 | $(2,569)$ |
| 26,923 | 19,626 |
| 247 | 1,276 |
| 23,574 | 3,284 |
| $(6,214)$ | $(3,835)$ |
| $(13,405)$ | 9,818 |
| 4,719 | $(16,700)$ |
| 4,925 | 6,099 |
| 114,704 | 73,974 |
| -- | 3,517 |
| $(35,206)$ | $(23,078)$ |
| -- | 12,821 |
| $(23,098)$ | $(83,638)$ |
| 391 | 72 |
| $(57,913)$ | $(90,306)$ |
| -- | $(50,209)$ |
| (13,-- | 11,947 |
| $(13,226)$ | $(12,645)$ |
| $(41,039)$ | $(5,712)$ |
| $(54,265)$ | $(56,619)$ |
| 2,526 | $(72,951)$ |
| 102,278 | 146,901 |
| \$104, 804 | \$ 73,950 |

The Washington Post Company
Notes to Condensed Consolidated Financial Statements (Unaudited)

Note 1: Results of operations, when examined on a quarterly basis, reflect the seasonality of advertising that affects the newspaper, magazine and broadcasting operations. Advertising revenues in the second and fourth quarters are typically higher than first and third quarter revenues. All adjustments reflected in the interim financial statements are of a normal recurring nature.

Note 2: Summarized combined (unaudited) results of operations for the first quarters of 1997 and 1996 for the company's affiliates are as follows (in thousands):


Note 3: In the first quarter of 1997 the company purchased a cable system in Cleveland, Mississippi, serving about 16,000 subscribers for approximately $\$ 23$ million.

In the first quarter of 1996 the company purchased two businesses for approximately $\$ 60$ million, a cable system in Texarkana serving about 24,000 subscribers and a commercial printing operation located in the Maryland suburbs of Washington, D.C. The company also acquired a cable system in Columbus, Mississippi, serving about 15,700 subscribers for approximately $\$ 23$ million consisting of cash and non-convertible, redeemable preferred stock of the company.

The redeemable preferred stock issued in conjunction with the Columbus cable acquisition has a par value of $\$ 1.00$ per share and a redemption price and liquidation preference of $\$ 1,000$ per share. Dividends are payable four times a year at the annual rate of $\$ 80$ per share. Shares of the redeemable preferred stock are redeemable by the company at any time on or after October 1, 2015. In addition, holders of such stock have a right to require the company to purchase their shares at the redemption price during an annual 60-day election period, with the first such period beginning on February 23, 2001.

Note 4: In February 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 128, "Earnings Per Share," which is effective for periods ending after December 15, 1997, including interim periods. The new standard requires disclosure of basic and diluted earnings per share for income from continuing operations and net income. The company intends to adopt this standard in the fourth quarter of its fiscal year ending December 28, 1997. Adoption of this new standard will not have a material impact on the company's computation of earnings per share.

Note 5: During the first three months of 1997 the company repurchased 122,000 shares of its Class B common stock at a cost of approximately $\$ 41$ million.

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

This analysis should be read in conjunction with the consolidated financial statements and the notes thereto.

Revenues and expenses in the first and third quarters are customarily lower than those in the second and fourth quarters because of significant seasonal fluctuations in advertising volume. For that reason, the results of operations for each quarter are compared with those of the corresponding quarter in the preceding year.

## RESULTS OF OPERATIONS

Net income for the first quarter of 1997 was $\$ 47.7$ million, an increase of 29 percent from net income of $\$ 36.9$ million in the first quarter of last year. Earnings per share increased 30 percent to $\$ 4.35$ per share, compared to \$3.34 per share in the same period in 1996.

Revenues for the first three months of 1997 were $\$ 454.1$ million, up 9 percent from $\$ 416.6$ million in 1996. Advertising revenues rose 10 percent, and circulation and subscriber revenues increased 6 percent over the prior year. Other revenues were up 11 percent over 1996. All divisions of the company reported higher revenues in the first quarter of 1997.

Costs and expenses for the first quarter of 1997 increased 3 percent to $\$ 376.1$ million, from $\$ 366.4$ million in the first quarter of 1996 . Selling, general and administrative expenses increased 6 percent while operating expenses did not vary significantly from 1996. A 21 percent decline in newsprint expense was offset by additional expenses associated with newly acquired businesses as well as normal increases in operating costs. Depreciation and amortization increased 10 percent and 14 percent, respectively, over 1996 due to recent acquisitions.

In the first quarter of 1997 operating income was $\$ 78.0$ million compared to $\$ 50.2$ million in 1996. The increase primarily resulted from strength at the company's print businesses.

NEWSPAPER DIVISION. At the newspaper division, revenues increased 8 percent over the first quarter of 1996. Advertising revenues for the division rose 11 percent. At The Post, total advertising volume improved 7 percent over the first three months of 1996 - retail lineage rose 4 percent, general lineage increased 6 percent, and classified lineage, boosted by strong results for recruitment advertising, was up 8 percent. Preprint volume did not vary significantly from the prior year. Circulation revenues were essentially unchanged from the first quarter of 1996, although daily
and Sunday circulation at The Post both declined 1 percent compared to the same period in 1996.

BROADCAST DIVISION. Revenues at the broadcast division increased 3 percent over the first quarter of 1996. National advertising revenues increased 5 percent while local advertising revenues were essentially even with the first quarter of 1996. Network compensation increased 5 percent in the first three months of 1997.

MAGAZINE DIVISION. In the first quarter of 1997, Newsweek revenues rose 11 percent. Advertising revenues increased 20 percent due primarily to higher advertising volume at both the domestic and international divisions. Circulation revenues were flat compared to the first three months of 1996.

CABLE DIVISION. At the cable division, first quarter revenues were 12 percent higher than in the comparable period in 1996. Higher subscriber levels, resulting mainly from recent acquisitions, as well as higher rates accounted for the increase. At the end of the quarter, there were approximately 610,000 basic subscribers.

OTHER BUSINESSES. Revenues from other businesses, principally Kaplan
Educational Centers, PASS Sports, Legi-Slate, Digital Ink, and MLJ (Moffet, Larson \& Johnson) increased 17 percent during the first three months of 1997. The improvement was due mainly to growth at Kaplan Educational Centers.

EQUITY IN EARNINGS AND LOSSES OF AFFILIATES. The company's equity in earnings of affiliates in the first quarter of 1997 was $\$ 0.1$ million compared with $\$ 7.4$ million in 1996. The decrease was due to declining results at the company's affiliated newsprint mills, which were adversely affected by lower newsprint prices.

NON-OPERATING ITEMS. Interest income, net of interest expense, was \$0.9 million, compared with \$0.1 million in the first quarter of 1996. Other income (expense), net in the first quarter of 1997 was a loss of $\$ 0.8$ million compared with income of $\$ 2.9$ million in the same period last year.

INCOME TAXES. The effective tax rate in both 1997 and 1996 was approximately 39 percent.

FINANCIAL CONDITION: CAPITAL RESOURCES AND LIQUIDITY
During the first quarter 1997 the company purchased a cable system in Cleveland, Mississippi, serving about 16,000 subscribers for approximately $\$ 23$ million. The company has also reached an agreement in principle to exchange the assets of certain cable systems with Tele-Communications, Inc. (TCI). According to the terms of the TCI
agreement, the exchange will result in an aggregate increase of about 23,000 subscribers for the company. This transaction is expected to be completed in the second quarter of 1997.

As of the end of 1996, the company had repurchased approximately 339,000 shares of the one million Class B common shares authorized for repurchase by the Board of Directors in January 1995. In the first quarter of 1997, the company repurchased 122,000 shares of its Class B common stock for approximately $\$ 41$ million. Approximately 539,000 Class B common shares remain to be repurchased under the January 1995 authorization.

The company has experienced no other significant changes in its financial condition since the end of 1996.

PART II - OTHER INFORMATION
ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K.
(a) The following documents are filed as exhibits to this report:

EXHIBIT NUMBER 11 27

## DESCRIPTION

Calculation of Earnings per Share of Common Stock.

Financial Data Schedule (Electronic Filing Only).
(b) No reports on Form 8-K were filed during the period covered by this report.

## 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.

THE WASHINGTON POST COMPANY
(Registrant)

Date: May 13, 1997
-----.-.-....
/s/ Donald E. Graham
Donald E. Graham, Chairman \&
Chief Executive Officer (Principal Executive Officer)
/s/ John B. Morse, Jr.
John B. Morse, Jr., Vice President-Finance
(Principal Financial Officer)

CALCULATION OF EARNINGS
PER SHARE OF COMMON STOCK
(In thousands of shares)

## Thirteen Weeks Ended

| $\begin{gathered} \text { March 30, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 1996 \end{gathered}$ |
| :---: | :---: |


| Number of shares of Class A and Class B common stock outstanding at beginning of period | 10,910 | 11,005 |
| :---: | :---: | :---: |
| Issuance of shares of Class B common stock (weighted), net of forfeiture of restricted stock awards | 15 | 1 |
| Repurchase of Class B common stock (weighted) | (82) | (9) |
| Unexercised stock option equivalent shares computed under the "treasury stock method" | 23 | 14 |
| Shares used in the computation of primary earnings per common share | 10,866 | 11,011 |
| Adjustment to reflect fully diluted computation (1) | -- |  |
|  | 10,866 | 11,011 |
| Net income available for common shares | \$47, 216 | \$36,740 |
| Primary earnings per common share | \$ 4.35 | \$ 3.34 |
| Fully diluted earnings per common share (1) | \$ 4.35 | \$ 3.34 |

(1) This computation is submitted although it is not required by Accounting Principles Board Opinion No. 15 since it results in dilution of less than 3 percent.

This schedule contains summary financial information extracted from the Consolidated Statement of Income for the thirteen weeks ended March 30, 1997 and the Consolidated Balance Sheet as of March 30, 1997 and is qualified in its entirety by reference to such financial statements.

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## 3-MOS

DEC-28-1997
MAR-30-1997 104, 804 0
255, 743
46, 254 30,641
362,778 $1,135,134$
600,110
1,884, 055
311, 323
0
11,947
0
20, 000
1,284,478
1,884, 055

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454, 101
243,504
0
15,834
165
78,194
30,500
47,694
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0
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47,694
4.35
4.35

