SECURITIES AND EXCHANGE COMMISSION WASHINGTON D.C. 20549

QUARTERLY REPORT UNDER SECTION 13 OR 15 (d)
OF THE SECURITIES AND EXCHANGE ACT OF 1934

| For Quarter Ended | Commission File Number: |
| ---: | :--- |
| MARCH 31, 1998 | $0-21026$ |

ROCKY SHOES \& BOOTS, INC.
(Exact name of registrant as specified in its charter)

OHIO
(State of Incorporation) (IRS Employer Identification Number)

39 E. CANAL STREET
NELSONVILLE, OHIO 45764
(Address of principal executive offices)
(614) 753-1951
(Registrant's telephone number, including area code)
(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 $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding twelve (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 ninety (90) days.
Yes X No

5,451,915 common shares, no par value, outstanding at May 1, 1998.

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PART 1 - FINANCIAL INFORMATION
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ITEM 1 - FINANCIAL STATEMENTS

ROCKY SHOES \& BOOTS, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)

```
<TABLE>
```

<CAPTION>
<S>

| March 31, 1998 | December 31, 1997 |
| :--- | :--- |
| ------------------------ | <C> |

ASSETS:
Current Assets:

Cash and Cash Equivalents
Trade Receivables
Other Receivables
Inventories
Deferred Income Taxes
Other Current Assets
Total Current Assets
Fixed Assets - Net
Other Assets

Total Assets

| \$ 1,203,205 | \$ 8,556,883 |
| :---: | :---: |
| 12,271,952 | 17,789,329 |
| 574,598 | 475,593 |
| 41,601,557 | 32,894,236 |
| 1,547,755 | 1,474,799 |
| 1,474,799 | 850,018 |
| 58,673,866 | 62,040,858 |
| 18,123,354 | 17,608,454 |
| 1,294,732 | 1,305,526 |
| \$78,091,952 | \$80,954,838 |



## </TABLE>

ROCKY SHOES \& BOOTS, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

<TABLE>
<CAPTION>
<S>
Net Sales
\begin{tabular}{|c|c|}
\hline 1998 & 1997 \\
\hline <C> & <C> \\
\hline \$12,956,930 & \$12,262,073 \\
\hline 9,375,903 & 8,985,198 \\
\hline 3,581,027 & 3,276,875 \\
\hline 3,071,607 & 2,576,538 \\
\hline 509,420 & 700,337 \\
\hline \((192,492)\) & \((465,267)\) \\
\hline 78,679 & 14,431 \\
\hline \((113,813)\) & \((450,836)\) \\
\hline 395,607 & 249,501 \\
\hline 103,920 & 60,522 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline Net Income Per Share: Basic & \$ & 0.05 & \$ & 0.05 \\
\hline Diluted & \$ & 0.05 & \$ & 0.05 \\
\hline Weighted Average Number of Shares Outstanding: & & & & \\
\hline Basic & & , 809 & & 7,034 \\
\hline Diluted & & , 078 & & 6,273 \\
\hline
\end{tabular}
</TABLE>
The accompanying notes are an integral part of the financial statements

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ROCKY SHOES \& BOOTS, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

| <TABLE> <br> <CAPTION> |  |  |
| :---: | :---: | :---: |
|  | Three Months Ended March 31, |  |
|  | 1998 | 1997 |
| <S> | <C> | <C> |
| CASH FLOWS FROM |  |  |
| OPERATING ACTIVITIES: |  |  |
| Net Income | \$ 291,687 | \$ 188,979 |
| Adjustments to Reconcile Net Income to Net Cash Provided By (Used In) |  |  |
| Operating Activities: |  |  |
| Depreciation and Amortization | 994,475 | 684,260 |
| Deferred Taxes and Other | 77,896 | 75,573 |
| Changes in Assets and Liabilities: |  |  |
| Receivables | 5,418,372 | 2,920,870 |
| Inventories | $(8,707,321)$ | (9,582, 059 |
| Other current assets | $(697,737)$ | $(141,660)$ |
| Other Assets | 6,640 | $(5,556)$ |
| Accounts Payable | 2,570,228 | 7,362,659 |
| Accrued and Other Liabilities | $(616,149)$ | $(1,351,658)$ |
| Net Cash Provided By (Used In) |  |  |
| CASH FLOWS FROM |  |  |
| INVESTING ACTIVITIES: |  |  |
| Purchase of Fixed Assets | $(1,145,510)$ | $(531,828)$ |
| CASH FLOWS FROM |  |  |
| FINANCING ACTIVITIES: |  |  |
| Proceeds from Long Term Debt | 7,200,000 | 5,960,000 |
| Payments on Long Term Debt | $(12,760,665)$ | $(5,993,270)$ |
| Proceeds from exercise of stock options |  |  |
| Net Cash Provided By (Used In) | $(5,546,259)$ | 328,508 |
| Financing Activities |  |  |
| DECREASE IN CASH AND CASH | $(7,353,678)$ | $(51,912)$ |
| EQUIVALENTS |  |  |
| CASH AND CASH EQUIVALENTS, | 8,556,883 | 349,637 |
| BEGINNING OF PERIOD | - | ---------- |

CASH AND CASH EQUIVALENTS,

END OF PERIOD | $\$ 1,203,205$ | $\$ \quad 297,725$ |
| :--- | :--- |
| $=============$ | $========$ |

The accompanying notes are an integral part of the financial statements

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ROCKY SHOES \& BOOTS, INC.
AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

1. INTERIM FINANCIAL REPORTING

In the opinion of management, the unaudited financial statements
include all normal recurring adjustments the Company considers necessary for a fair presentation of such financial statements in accordance with generally accepted accounting principles.
2. INVENTORIES

Inventories are comprised of the following:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline <S> & ```
<<c>
``` & \[
\begin{gathered}
\text { December 31, } 1997 \\
<\mathrm{C}>
\end{gathered}
\] \\
\hline Raw materials & \$10,045,345 & \$ 6,210,161 \\
\hline Work-in Process & 5,342,424 & 3,348,275 \\
\hline Manufactured finished goods & 23,662,114 & 21,140,951 \\
\hline Factory outlet finished goods & 2,551,674 & 2,194,849 \\
\hline Total & \$41,601,557 & \$32,894,236 \\
\hline
\end{tabular}
</TABLE>
3. SUPPLEMENTAL CASH FLOW INFORMATION

Cash paid for interest and Federal, state and local income taxes was as follows:

| Three Months Ended |  |
| :--- | :---: | :---: |
| March 31, |  |

Accounts payable at March 31, 1998 and December 31, 1997 include a total of $\$ 492,726$ and $\$ 133,017$, respectively relating to the purchase of fixed assets.

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4. PER SHARE INFORMATION

A reconciliation of the shares used in the basic and diluted income per share computation for the quarter ended March 31, 1998 and 1997 is as follows:

Three Months Ended March 31,

|  | 1998 | 1997 |
| :---: | :---: | :---: |
| Basic-Weighted average shares outstanding | 5,413,809 | 3,687,034 |
| Dilutive securities: |  |  |
| Preferred Stock | 29,460 | 92,857 |
| Stock options | 167,809 | 116,382 |
| Diluted-weighted |  |  |
| average shares outstanding | 5,611,078 | 3,896,273 |

5. RECENTLY ISSUED FINANCIAL ACCOUNTING STANDARDS

In June 1997, the financial Accounting Standard Board issued SFAS No. 131,
"Disclosures About Segments of an Enterprise and Related Information" which requires adoption in 1998. SFAS No. 131 requires companies to report financial and descriptive information about its reportable operating segments. It also establishes standards for related disclosures about products and services, geographic areas, and major customers. The Company has not yet determined what, if any, impact the adoption of this Statement will have on its financial statements

PART 1 - FINANCIAL INFORMATION
ITEM 2

MANAGEMENT'S DISCUSSION AND ANALYSIS
OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

RESULTS OF OPERATIONS

The following table sets forth, for the periods indicated, information derived from the Company's Consolidated Financial Statements, expressed as a percentage of net sales. The discussion that follows the table should be read in
conjunction with the Consolidated Financial Statements of the Company.

PERCENTAGE OF NET SALES

|  | Three months Ended March 31, |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
| Net Sales | 100.0\% | 100.0\% |
| Cost of Goods Sold | 72.4\% | 73.3\% |
| Gross Margin | 27.6\% | 26.7\% |
| Selling, General and |  |  |
| Administrative Expenses | 23.7\% | 21.0\% |
| Income from Operations | 3.9\% | 5.7\% |

THREE MONTHS ENDED MARCH 31, 1998 COMPARED TO THREE MONTHS ENDED
MARCH 31, 1997

Net Sales

Net sales for the three months ended March 31, 1998 increased $\$ 694,857$, or $5.7 \%$, to $\$ 12,956,930$, versus $\$ 12,262,073$ for the same period a year ago. The increased sales were a result of increased shipments of rugged outdoor and occupational footwear. Sales prices were approximately $2 \%$ higher than a year ago.

## Gross Margin

Gross margin increased $\$ 304,152$, or $9.3 \%$, to $\$ 3,581,027$, for the three months ended March 31,1998 , versus $\$ 3,276,875$ for the same period a year ago. As a percentage of net sales, gross margin was $27.6 \%$ versus $26.7 \%$ for the same period a year ago. The increase in gross margin was a result of increased shipments of products with higher margin.

Selling, General and Administrative Expenses
Selling, general and administrative expense ("SG\&A") increased \$495,069, or $19.2 \%$, to $\$ 3,071,607$ for the three months ended March 31, 1998, versus $\$ 2,576,538$ for the same period a year ago. As a percentage of net sales $\mathrm{SG} \& \mathrm{~A}$ was $23.7 \%$, versus $21.0 \%$ for the same period a year ago. The increase was primarily a result of increased salaries and fringe benefit costs.

## Interest Expense

Interest expense decreased $\$ 272,775$ to $\$ 192,492$ for the three months ended March 31, 1998 , versus $\$ 465,267$ for the same period a year ago. Interest expense decreased due to lower outstanding balances on the Company's bank line of credit. The Company successfully completed a follow on common stock offering in October 1997, the net proceeds of which were $\$ 26.9$ million, which was used to reduce outstanding debt.

Income Taxes

Income taxes increased $\$ 43,398$ to $\$ 103,920$ for the quarter ended March 31, 1998, versus $\$ 60,522$ for the previous year. The Company's relatively low effective tax rate of $26.3 \%$ resulted from favorable income tax treatment afforded for income earned by the Company's subsidiary in Puerto Rico and local tax abatements available to the Company's subsidiary in Puerto Rico.

## Liquidity and Capital Resources

The Company has principally funded its working capital requirements and capital expenditures through borrowings under its line of credit and other indebtedness, and in fiscal 1997, through issuance of additional shares of common stock.
Working capital is primarily used to support changes in accounts receivable and inventory as a result of the Company's seasonal business cycle and business expansion. These requirements are generally lowest in the months of January through March of each year and highest during the months of May through October of each year. In addition, the Company requires financing to support additions to machinery, equipment and facilities as well as the introduction of footwear styles.

At March 31, 1998, the Company had working capital of $\$ 50,353,535$ versus $\$ 55,987,571$, at December 31, 1997. During the fourth quarter of 1997, the Company received $\$ 26.9$ million of net proceeds from a follow-on common stock offering and the exercise of the underwriters' over-allotment option in connection therewith. The proceeds were used to reduce outstanding debt and for working capital.

The company has a revolving line of credit which provides for advances based on a percentage of eligible accounts receivable and inventory with maximum borrowing limits of $\$ 25,000,000$ until May 16,1998 , when the line increases to $\$ 42,000,000$. The line of credit reduces again to $\$ 25,000,000$ on January $1,1999$. The line of credit expires April 30, 1999. Changes in the line of credit during the year match the Company's seasonal requirements for working capital. As of March 31, 1998, the Company had borrowed $\$ 5,340,000$ against its available line of credit of $\$ 29,616,361$.

Capital expenditures for 1998 are expected to be approximately $\$ 4,500,000$ for machinery and equipment to support increased production and for lasts, dies and patterns for new footwear styles. The Company believes it will be able to finance such additions and meet operating expenditure requirements in 1998 through available cash on hand, additional long-term borrowing and operating cash flows.

SAFE HARBOR STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995.

This report contains forward-looking statements within the meaning of Section $21 E$ of the Securities Exchange Act of 1934, as amended, and Section 27A of the Securities Act of 1933, as amended, which are intended to be covered by the safe
harbors created thereby. Those statements include, but may not be limited to, all statements regarding the intent, belief and expectations of the Company and its management. Investors are cautioned that such statements involve risks and uncertainties, including, but not limited to, the changes in consumer demand, seasonality, impact of weather, competition, reliance on suppliers, changing retailing trends, reliance on foreign manufacturing, changes in tax rates, limited protection of proprietary technology, and other risks, uncertainties and factors described in the Company's most recent Annual Report on Form 10-K and other filings from time from time to time with the Securities and Exchange Commission. The Company undertakes no obligation to publicly update or revise any forward-looking statements.

PART II -- OTHER INFORMATION
Item 1. Legal Proceedings.
None
Item 2. Changes in Securities.
None

Item 3. Defaults Upon Senior Securities.
None

Item 4. Submission of Matters to a Vote of Security Holders.

None
Item 5. Other Information.
None
Item 6. Exhibits and Reports on Form 8-K.
(a) Exhibits
27. Financial Data Schedule
(b) Reports on Form 8-K.

None.

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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.

Date: May 14, 1998

> /s/ David Fraedrich
> ----------------------------------------------
> David Fraedrich, Executive Vice President,
> Treasurer and Chief Financial Officer*
> (Principal Financial and Accounting Officer)

* In his capacity as Executive Vice President, Treasurer, and Chief Financial Officer, Mr. Fraedrich is duely authorized to sign this report on behalf of the Registrant.

ROCKY SHOES \& BOOTS, INC. AND SUBSIDIARIES

FORM 10-Q
EXHIBIT INDEX

Exhibit Description

<TABLE> <S> <C>
<ARTICLE> 5
<CIK> 0000895456
<NAME> ROCKY SHOES \& BOOTS, INC.
\begin{tabular}{|c|c|c|}
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\hline <PERIOD-START> & & JAN-01-1998 \\
\hline <PERIOD-END> & & MAR-31-1998 \\
\hline <CASH> & & 1,203,205 \\
\hline <SECURITIES> & & 0 \\
\hline <RECEIVABLES> & & 13,841,944 \\
\hline <ALLOWANCES> & & 995,394 \\
\hline <INVENTORY> & & 41,601,557 \\
\hline <CURRENT-ASSETS> & & 58,673,866 \\
\hline <PP\&E> & & 32,062,988 \\
\hline <DEPRECIATION> & & 13,939,634 \\
\hline <TOTAL-ASSETS> & & 78,091,952 \\
\hline <CURRENT-LIABILITIES> & & 8,320,331 \\
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\hline <COMMON> & & 41,398,406 \\
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\hline <TOTAL-LIABILITY-AND-EQUITY> & & 78,091,952 \\
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\hline <CGS> & & 9,375,903 \\
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