# SECURITIES AND EXCHANGE COMMISSION 

 Washington, D.C 20549FORM 8-K
Current Report
Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (date of earliest event reported): January 16, 1995 OFFICE DEPOT, INC.
(Exact name of registrant as specified in its charter)

| Delaware 1-10948 | 59-2663954 |
| :---: | :---: |
| (State or other jurisdiction <br> (Commission File Number) of incorporation) | (IRS Employer Identification No. |
| 2200 Old Germantown Road, Delray Beach, FL | 33445 |
| (Address of principal executive offices) | (Zip Code) |
| Registrant's telephone number, including area code: | (407) 278-4800 |

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Exhibit Index on Page 5

In February 1994, Office Depot, Inc. (the "Company") issued 2,335,746 shares of common stock in connection with the acquisitions of L. E. Muran Co., Inc. ("Muran"), a Boston-based contract stationer and Yorkship Press, Inc. ("Yorkship"), a contract stationer servicing Philadelphia and Southern New Jersey. In May 1994, the Company acquired all of the outstanding stock of Midwest Carbon Company ("Midwest"), a Minneapolis based contract stationer, and Silver's Inc. ("Silver's"), a Detroit based contract stationer. The Company issued 1,448,591 shares of common stock in connection with the acquisitions of Midwest and Silver's. Additionally, in August 1994, the Company acquired all the outstanding stock of J. A. Kindel Company, Inc. ("Kindel"), a Cincinnati based contract stationer, and Allstate Office Products, Inc. ("Allstate"), a contract stationer in Tampa. The Company issued 1,916,009 shares of common stock in connection with the acquisitions of Kindel and Allstate. These acquisitions were accounted for as "pooling of interests" business combinations in accordance with Accounting Principles Board Opinion No. 16. These acquisitions do not individually or collectively meet the criteria for reporting under Item 2 on Form 8-K.

Accordingly, the Company hereby restates the following items and financial statements in its Annual Report on Form 10-K dated December 25, 1993 to include the effects of the above described acquisitions for all periods presented:

Part II
Item 6. Selected Financial Data Refer to page F-1 of this Form 8-K

Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

Refer to pages F-2 through F-5 of this Form 8-K
Item 8. Financial Statements
Refer to pages F-6 through F-23 of this Form 8-K
Part IV
Item 14. Exhibits, Financial Statement Schedules and Reports on Form 8-K


Item 14. Exhibits, Financial Statement Schedules and Reports on Form 8-K Continued

Page Number
2.

Financial Statements Schedules
Schedule V - Property, Plant and Equipment S-1
Schedule VI - Accumulated Depreciation, Depletion and Amortization of Property, Plant and Equipment S-2

Schedule VIII - Valuation and Qualifying Accounts and Reserves

Schedule X - Supplementary Income Statement Information
3. Exhibits

The exhibits which are filed with this Form $10-\mathrm{K}$ or are incorporated by reference are set forth in the Exhibit Index, which immediately precedes the exhibits to this report.
(b) Reports on Forms 8-K

None.

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 hereunto duly authorized.

OFFICE DEPOT, INC.
Date January 16, 1995

By: /s/ BARRY J. GOLDSTEIN
Barry J. Goldstein
Vice President, Chief Financial Officer

| Exhibit | Description |
| :--- | :---: |
| Number | of Document |
| .---1 | Consent of Deloitte \& Touche LLP* |
| 23.1 | Financial Data Schedule (For SEC use only) |

* Filed on the date hereof by Edgar transmission
(In thousands, except per share amounts and statistical data)

(1) Includes effect of $\$ 8,950,000$ of merger costs in 1991.
(2) The extraordinary credit represents the benefit derived from the utilization of a net operating loss carryforward. See Note E to Consolidated Financial Statements.
(3) Excludes current maturities.

Office Depot Inc. And Subsidiaries
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION
AND RESULTS OF OPERATIONS

## GENERAL

The Company opened its first store in October 1986. Two more stores were opened in 1986 and an additional 12 stores were opened in 1987. The Company continued its expansion program in 1988 and 1989 as part of a strategy to establish itself as a leader in targeted market areas with high concentrations of small- and medium-sized businesses. During 1988, the Company opened 26 stores in California, Colorado, Florida, Georgia, Kentucky, North Carolina, Oregon, Tennessee and Texas, ending the year with 41 stores. During 1989, the Company opened 58 new stores and ended 1989 with 99 stores. During 1990, the Company opened 75 new stores and closed one store ending the year with 173 stores in 27 states. During 1991, the Company opened 57 new stores and closed two stores ending the year with 228 stores. During 1992, the Company achieved its expansion plans by opening 53 new stores and acquiring five stores. The Company also closed two former Club stores, thus ending 1992 with 284 stores in 32 states, the District of Columbia and Canada. During 1993, the Company opened 68 new stores and closed one store, ending the period with 351 stores in 33 states, the District of Columbia and Canada.

In April 1991, a subsidiary of the Company merged with and into The office Club, Inc. ("Club") and Club became a wholly-owned subsidiary of the Company. The merger was accounted for in 1991 on a "pooling of interests" basis for accounting and financial reporting purposes. Accordingly, financial data in 1991, statistical data, financial statements and discussions of financial and other information included for periods prior to the merger have been restated to reflect the financial position and results of operations as if they had merged as of the beginning of operations in 1986. Office Depot, Inc. and The Office Club, Inc. before the merger will be referred to as "Depot" and "Club," respectively. Also, as a result of the merger with Club, the Company incurred merger costs of $\$ 8,950,000$ in 1991.

In 1993, the Company acquired two contract stationers with ten warehouses through the acquisitions of Wilson Stationary and Printing Company ("Wilson") and Eastman Office Products Corporation ("Eastman"), both of which were accounted for as purchases. Subsequent to 1993, the Company also acquired the outstanding stock of six contract stationers with eight warehouses; L. E. Muran Co., Inc. and Yorkship Press, Inc. in February 1994, Midwest Carbon Company and Silver's, Inc. in May 1994, and J. A. Kindel Company and Allstate Office Products, Inc. in August 1994. Each of these 1994 acquisitions was accounted for on a "pooling of interests" basis and, accordingly, the accompanying financial data, statistical data, financial statements and discussions of financial and other information included for periods prior to the acquisitions have been restated to reflect the financial position and results of operations of these companies for all periods presented. With the restatement for the 1994 acquisitions, the Company operated 23 delivery and contract stationer warehouses at the end of 1993.

The Company's results are impacted by the costs incurred in connection with its aggressive new store opening schedule. Pre-opening expenses are charged to earnings as incurred. Corporate general and administrative expenses are also incurred in anticipation of store openings. As the Company's store base and sales volume continue to grow, the Company expects that the adverse impact on profitability from new store openings will decrease as expenses incurred prior to store openings continue to represent a declining percentage of total sales.

RESULTS OF OPERATIONS FOR THE YEARS 1993, 1992 AND 1991
Sales. Sales increased to \$2,836,787,000 in 1993 from \$1,962,953,000 in 1992 and $\$ 1,497,882,000$ in 1991. Sales in 1993 increased $45 \%$ from 1992 sales. The increases in sales were due primarily to 67 additional stores and the aquisitions of Eastman and Wilson in 1993 and 56 additional stores in 1992, including the five Canadian stores acquired. The increases also were attributable to same store sales growth. Comparable store sales in 1993 for the 283 stores open for more than one year at December 25, 1993 increased $26 \%$ from 1992. Comparable store sales in 1992 for the 226 stores open for more than one year at December 26, 1992 increased $15 \%$ from 1991. Comparable store sales in the future may be affected by competition from other stores, the opening of additional stores in existing markets and economic conditions.


#### Abstract

Gross Profit. Gross profit as a percentage of sales, $23.0 \%$, was consistent during 1993, 1992 and 1991. Purchasing efficiencies gained through vendor volume discount programs and leveraging occupancy costs through higher average sales per store were offset by somewhat lower gross margins resulting from an increase in sales of lower margin business machines and computers. The Company's management believes that gross profit as a percentage of sales may fluctuate as a result of the expansion of its contract stationer base, the result of competitive pricing in more market areas, increased occupancy costs in certain new markets and in existing markets where the Company desires to add stores and warehouses in particular locations to complete its market plan, and purchasing efficiencies realized as total merchandise purchases increase.


Store and Warehouse Operating and Selling Expenses. Store and warehouse operating and selling expenses as a percentage of sales were $14.9 \%$ in 1993, $15.4 \%$ in 1992 and $16.1 \%$ in 1991. Store and warehouse operating and selling expenses, consisting primarily of payroll and advertising expenses, have increased in the aggregate due to the Company's expansion program. While the majority of these expenses vary proportionately with sales, there is a fixed cost component to these expenses that, as sales increase within each store and within a cluster of stores in a given market area, should decrease as a percentage of sales. This benefit may not be fully realized, however, during periods when a large number of new stores are being opened, as new stores typically generate lower sales than the average mature store, resulting in higher store operating and selling expenses as a percentage of sales for new stores. This percentage is also affected when the Company enters large metropolitan market areas where the advertising costs for the full market must be absorbed by the small number of stores initially opened. As additional stores in these large markets are opened, advertising costs, which are substantially a fixed expense for a market area, will be reduced as a percentage of sales. The Company has also continued a strategy of opening stores in existing markets. While increasing the number of stores increases operating results in absolute dollars, this also has the effect of increasing expenses as a percentage of sales since the sales of certain existing stores in the market may initially be adversely affected. During 1992 and 1993, the combination of an increase in average sales per store and an increase in the amount of cooperative advertising support received resulted in a decrease in store and warehouse operating and selling expenses as a percentage of sales as compared to prior periods.

Pre-opening Expenses. As a result of continued store openings, pre-opening expenses incurred were \$9,073,000 in 1993, \$7,453,000 in 1992 and $\$ 7,774,000$ in 1991. Pre-opening expenses currently are approximately $\$ 125,000$ per store and are predominantly incurred during a six-week period prior to the store opening. Warehouse pre-opening expenses approximate $\$ 100,000$, however, these expenses may increase as the Company opens larger warehouses to service the delivery customers. These expenses consist principally of amounts paid for salaries and supplies. Since the Company's policy is to expense these items during the period in which they occur, the amount of pre-opening expenses in each quarter is generally proportional to the number of new stores opened.

General and Administrative Expenses. General and administrative expenses as a percentage of sales were $3.4 \%$ in 1993 and $3.5 \%$ in 1992 and 1991. General and administrative expenses include, among other costs, site selection expenses and store management training expenses, and therefore vary with the number of new store openings. During 1993, the Company has also increased its commitment to improving the efficiency of its systems and significantly increased its information systems programming staff. While this increases general and administrative expenses in current periods, the Company believes the systems investment will provide benefits in the future. These increases have been partially offset by a decrease in general and administrative expenses as a percentage of sales, primarily as a result of the Company's ability to increase sales without a proportionate increase in corporate expenditures. Additionally, general and administrative expenses have historically been higher in the contract stationers' business than the retail stores. During 1992, the increase in general and administrative expenses as a percentage of sales was primarily attributable to expenses incurred in connection with the newly acquired Canadian operation, expenses related to Hurricane Andrew disaster relief efforts and the beginning of the significant investment in the ongoing program to upgrade the Company's information systems.

Other Income and Expenses. During 1993, 1992 and 1991, interest expense was $\$ 11,322,000, \$ 2,658,000$, and $\$ 3,992,000$ respectively. The increase in interest expense is primarily due to additional capitalization in 1992 and 1993. In June 1991, the Company received $\$ 40,040,000$ as a result of a private placement of $6,435,000$ shares of its Common Stock to a subsidiary of Carrefour, a French hypermarket retailer. Also in December 1991, the Company completed a public offering of $10,350,000$ shares of Common Stock raising net proceeds of approximately $\$ 92$ million. In December 1992 and November 1993, the Company completed public offerings of zero coupon, convertible, subordinated debt raising net proceeds of approximately $\$ 146$ million and $\$ 185$ million, respectively. As the Company has utilized the funds raised in its public offerings to fund its expansion, interest income has fluctuated. Interest income during 1993, 1992, and 1991 was $\$ 4,626,000, \$ 1,393,000$, and $\$ 280,000$, respectively.

Office Depot Inc. And Subsidiaries
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION

Net Earnings. The Company recorded amortization of goodwill of $\$ 1,617,000$ in 1993 and $\$ 49,000$ in 1992. The increase in 1993 was attributable to goodwill arising from the acquisition of Wilson in May 1993 and Eastman in September 1993. Goodwill in 1994 will be higher than 1993 reflecting a full year of amortization arising from the Wilson and Eastman acquisitions.

Earnings before income taxes and extraordinary credit were $\$ 115,950,000$ in 1993, $\$ 70,590,000$ in 1992, and $\$ 32,032,000$ in 1991. In 1991, earnings were negatively affected by merger costs of $\$ 8,950,000$.

The effective income tax rate for 1991 was negatively impacted by certain nondeductible merger costs. The effective income tax rate for 1993 was negatively impacted by the increase in the federal statutory rate and by nondeductible goodwill amortization. Additionally, the effective income tax rate for all years is impacted by the combining of certain acquired companies which had no provision for income taxes because they were organized as S-Corporations (as defined under income tax regulations)

Net earnings were $\$ 70,832,000$ in $1993, \$ 46,641,000$ in 1992 , and $\$ 19,400,000$ in 1991. Net earnings for 1992 and 1991 include extraordinary credits from the utilization of net operating loss carryforwards of $\$ 1,396,000$ and $\$ 614,000$, respectively. The increases in net earnings were attributable to the significant increases in sales without commensurate increases in expenses.

## LIQUIDITY AND CAPITAL RESOURCES

Since the Company's inception in March 1986, the Company has relied upon equity capital and convertible debt as the primary source of its funds. Shortly after inception, the Company was capitalized with $\$ 250,000$ and in 1986 and 1987 private placements of Common Stock and Preferred Stock provided $\$ 25,704,000$ in net proceeds to the Company. Additional net proceeds of $\$ 31,932,000$ were raised by the Company in public equity offerings in 1988. Net proceeds of $\$ 24,070,000$, $\$ 11,944,000$ and $\$ 92,386,000$ were raised by the Company in subsequent public equity offerings completed in 1989, 1990 and 1991, respectively. The Company also received proceeds of approximately $\$ 41,400,000$ and $\$ 40,040,000$ from private placements of its Common Stock with a subsidiary of Carrefour, completed in July 1989 and June 1991, respectively. The Company completed public offerings of zero coupon, convertible, subordinated debt in 1992 and 1993 raising net proceeds of approximately $\$ 146,000,000$ and $\$ 185,000,000$, respectively. In the first half of 1994, the Company registered approximately 10.5 million shares of common stock to be used for acquisitions of which approximately 5.7 million shares has been issued in 1994.

Since the Company's store sales are substantially on a cash and carry basis, cash flow generated from operating stores provides a source of liquidity to the Company. Working capital requirements are reduced by vendor credit terms that allow the Company to finance a portion of its inventory. The Company utilizes private label credit card programs administered and financed by financial services companies, which allow the Company to expand store sales without the burden of additional receivables. All credit card receivables sold to the financial service company under one program were sold on a recourse basis. Proceeds to the Company for such receivables sold with recourse were approximately \$185,000,000, \$138,000,000 and \$123,000,000 in 1993, 1992 and 1991, respectively. The outstanding balance of such receivables at December 25, 1993 was $\$ 39,900,000$. The Company has also utilized capital equipment financings to fund working capital requirements.

Sales made from the contract stationer warehouses are made under regular commercial credit terms where the Company carries its own receivables. This contributed to the increase in receivables in 1993 from 1992. As the Company expands into servicing additional large companies in the contract stationer portion of its business, it is expected that a greater portion of the Company's receivables will be carried.

The Company added (net of closures) 67 stores in 1993, 56 stores in 1992, and 55 stores in 1991. As stores mature and become more profitable, and as the number of new stores opened in a year becomes a smaller percentage of the existing store base, cash generated from operations will provide a greater portion of funds required for new store inventories and other working capital requirements, therefore, net cash provided (used) in operating activities was $\$ 86,226,000, \$(10,291,000)$, and $\$(39,288,000)$ for 1993, 1992 and 1991, respectively. Cash generated from operations will be affected by an increase in receivables carried without outside financing and increases in inventory at the stores as the Company continues to expand its efforts in computers and business machines. Capital expenditures are also affected by the number of stores and warehouses opened or acquired each year and the increase in computer and other equipment at the corporate office required to support such expansion. Cash utilized for capital expenditures was $\$ 104,568,000$ in 1993, $\$ 62,899,000$ in 1992 and \$54,778,000 in 1991.

The Company opened 71 stores and closed 2 stores in 1994. Management estimates that the Company's cash requirements, exclusive of pre-opening expenses, were approximately $\$ 1,200,000$ for each additional store. These expenditures include an average of approximately $\$ 600,000$ for leasehold improvements, fixtures, point-of-sale terminals and other equipment in the stores, as well as approximately $\$ 600,000$ for the portion of the store inventory that is not financed by vendors. In addition, management estimates that each new store required pre-opening expenses of approximately $\$ 125,000$. The Company's expansion through 1994 was financed through cash on hand, funds generated from operations, equipment leased under the Company's lease facility and funds borrowed under the Company's revolving credit facility. The Company's financing requirements beyond 1994 will be affected by the number of new stores or warehouses opened or acquired.

During 1993, the Company's cash balance increased by $\$ 7,501,000$ and longand short-term debt increased by $\$ 203,945,000$ (including $\$ 161,318,000$ assumed in the acquisitions of Eastman and Wilson of which $\$ 145,522,000$ was paid off in 1993). This increase in cash and debt was primarily attributable to cash provided and debt incurred in the public debt offering, partially offset by payments for fixed assets and inventories for new stores. Additionally, cash of $\$ 136,573,000$ was utilized in various transactions associated with the acquisition of Eastman and redemption of outstanding Eastman debt (see Note I to Consolidated Financial Statements).

The Company has a credit agreement with its principal bank and a syndicate of commercial banks to provide for a working capital line of $\$ 200,000,000$. The credit agreement provides that funds borrowed will bear interest, at the Company's option, at either $3 / 4 \%$ over the LIBOR rate or at a base rate linked to the prime rate. The Company must also pay a fee of $1 / 4 \%$ per annum on the available and unused portion of the credit facility. The credit facility currently expires in September 1996. As of December 25, 1993, the Company had no outstanding borrowings under the credit facility. In addition to the credit facility, the bank has provided a lease facility to the Company under which the bank has agreed to purchase up to $\$ 15,000,000$ of equipment from the Company and lease such equipment back to the Company. As of December 25, 1993, the Company has utilized approximately $\$ 7,711,000$ of this lease facility.

## INFLATION AND SEASONALITY

Although the Company cannot accurately determine the precise effects of inflation, it does not believe inflation has a material effect on sales or results of operations. The Company considers its business to be somewhat seasonal with sales generally slightly higher during the first and fourth quarters of each year.

To the Board of Directors of Office Depot, Inc.
We have audited the consolidated balance sheets of Office Depot, Inc. and Subsidiaries as of December 25, 1993 and December 26, 1992, and the related consolidated statements of earnings, stockholders' equity and cash flows for each of the three years in the period ended December 25, 1993. Our audits also included the financial statement schedules listed in the Index at Item 14(a)2. These financial statements and financial statement schedules are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Office Depot, Inc. and Subsidiaries as of December 25, 1993 and December 26 1992 and the results of their operations and their cash flows for each of the three years in the period ended December 25, 1993 in conformity with generally accepted accounting principles. Also, in our opinion, such financial statement schedules, when considered in relation to the basic consolidated financial statements taken as a whole, present fairly in all material respects the information set forth therein.

DELOITTE \& TOUCHE LLP
Certified Public Accountants
Fort Lauderdale, Florida
February 8, 1994 (January 10, 1995 as to the effects of the business combinations and stock split described in Note L)

|  | $\begin{gathered} 52 \text { WEEKS } \\ \text { ENDED } \\ \text { DECEMBER 25, } \\ 1993 \end{gathered}$ | $\begin{aligned} & 52 \text { Weeks } \\ & \text { Ended } \\ & \text { December } 26, \\ & 1992 \end{aligned}$ | $\begin{gathered} 52 \text { Weeks } \\ \text { Ended } \\ \text { December } 28, \\ 1991 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Sales | \$2,836,787 | \$1,962,953 | \$1,497, 882 |
| Cost of goods sold and occupancy costs | 2,185,145 | 1,512,304 | 1,152,766 |
| Gross profit | 651,642 | 450,649 | 345,116 |
| Store and warehouse operating and selling expenses | 423,272 | 301,743 | 240,572 |
| Pre-opening expenses | 9,073 | 7,453 | 7,774 |
| General and administrative expenses | 95, 034 | 69,549 | 52,076 |
| Amortization of goodwill | 1,617 | 49 |  |
|  | 528,996 | 378,794 | 300,422 |
| Operating profit | 122,646 | 71,855 | 44,694 |
| Other income (expense) |  |  |  |
| Interest income | 4,626 | 1,393 | 280 |
| Interest expense | $(11,322)$ | $(2,658)$ | $(3,992)$ |
| Merger costs | --- | --- | $(8,950)$ |
| Earnings before income taxes and extraordinary credit | 115,950 | 70,590 | 32,032 |
| Income taxes | 45,118 | 25,345 | 13,246 |
| Earnings before extraordinary credit | 70,832 | 45,245 | 18,786 |
| Extraordinary credit |  | 1,396 | 614 |
| Net earnings | \$ 70,832 | \$ 46,641 | \$ 19,400 |
| Earnings per common and common equivalent share |  |  |  |
| Earnings before extraordinary credit | \$ . 48 | \$ . 32 | \$ . 15 |
| Extraordinary credit |  | . 01 |  |
| Net earnings | \$ . 48 | \$ . 33 | \$ . 15 |

The accompanying notes are an integral part of these statements.


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Office Depot Inc. And Subsidiaries
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY
Period from December 30, 1990 to December 25, 1993 (In thousands, except for number of shares)

|  | $\begin{aligned} & \text { COMMON } \\ & \text { STOCK } \\ & \text { SHARES } \end{aligned}$ | $\begin{array}{r} \text { COMMON } \\ \text { STOCK } \\ \text { AMOUNT } \end{array}$ | ADDITIONAL PAID-IN CAPITAL | FOREIGN CURRENCY TRANSLATION ADJUSTMENT | RETAINED <br> EARNINGS | TREASURY STOCK |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at December 30, 1990 | 116, 314, 741 | \$1,164 | \$136, 570 | \$ | \$31, 317 | \$ 1,750 ) |
| Sale of common stock, net of related costs | 16,785,000 | 168 | 132,258 | --- | --- | --- |
| Exercise of stock options <br> (including tax benefits) | 3,193,641 | 32 | 13,348 | --- | --- |  |
| Sale of stock under employee purchase plan | 39,564 | --- | 225 | --- | --- |  |
| 401k plan matching contributions . . . . | 58,181 | --- | 359 | --- | --- |  |
| S-Corporation distribution to stockholders | --- | --- | --- | --- | $(1,392)$ |  |
| Net earnings for the period . | --- | --- | --- | --- | 19,400 | --- |
| Balance at December 28, 1991 | 136,391, 127 | 1,364 | 282,760 | --- | 49,325 | $(1,750)$ |
| Exercise of stock options (including tax benefits) . . . . . . . . . . . . . . . . | 5,581,980 | 57 | 36,513 | --- | --- | --- |
| Sale of stock under employee purchase plan | 59,898 | --- | 705 | --- | --- |  |
| 401k plan matching contributions | 55,177 | --- | 443 | --- | --- |  |
| S-Corporation distribution to stockholders | --- | --- | -- - | --- | $(2,249)$ |  |
| Foreign currency translation adjustment |  | --- | --- | 98 |  |  |
| Net earnings for the period. | --- | --- | --- | -- - | 46,641 | --- |
| Balance at December 26, 1992 | 142, 088, 182 | 1,421 | 320,421 | 98 | 93,717 | $(1,750)$ |
| Issuance of common stock for acquisitions | 5, 035,401 | 50 | 94,647 | -- - | --- |  |
| Exercise of stock options (including tax benefits). . . . . . . . . . | 1,841,505 | 18 | 11,272 | --- | --- |  |
| Sale of stock under employee purchase plan | 89,489 | 1 | 1,604 | --- | --- |  |
| 401k plan matching contributions | 59,619 | 1 | 947 | --- | --- |  |
| S-Corporation distribution to stockholders | --- | --- | -- - | --- | $(3,280)$ | --- |
| Foreign currency translation adjustment | --- | --- | --- | 285 | --- | --- |
| Net earnings for the period |  |  | --- | -- - | 70,832 | --- |
| Balance at December 25, 1993 | 149,114,196 | \$1,491 | \$428, 891 | \$ 383 | \$161, 269 | \$(1,750) |

The accompanying notes are an integral part of these statements.

|  | $\begin{aligned} & 52 \text { WEEKS } \\ & \text { ENDED } \\ & \text { DECEMBER 25, } \\ & 1993 \end{aligned}$ | 52 Weeks Ended December 26, 1992 | 52 Weeks Ended December 28, 1991 |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |
| Cash received from customers | \$ 2,805, 053 | \$ 1, 909, 402 | \$ 1, 480, 081 |
| Cash paid for inventory . . . . | $(2,130,771)$ | (1,500, 727) | $(1,162,121)$ |
| Cash paid for store and warehouse operating, selling and general and administrative expenses | $(559,440)$ | $(408,528)$ | $(344,409)$ |
| Interest received . | 4,654 | 1,373 | 247 |
| Interest paid . | $(2,595)$ | $(2,637)$ | $(3,959)$ |
| Taxes paid | $(30,675)$ | $(9,174)$ | $(9,127)$ |
| ```Net cash provided (used) in operating activities``` | 86,226 | $(10,291)$ | $(39,288)$ |
| Cash flows from investing activities |  |  |  |
| Capital expenditures - net . . | $(104,568)$ | $(62,899)$ | $(54,778)$ |
| Purchase of Eastman common stock | $(20,001)$ | --- |  |
| Acquisition cash overdraft assumed, net | $(4,106)$ | -- |  |
| Net cash used in investing activities | $(128,675)$ | $(62,899)$ | $(54,778)$ |
| Cash flows from financing activities |  |  |  |
| Proceeds from issuance of common stock | --- | --- | 132,426 |
| Proceeds from exercise of stock options | 10,308 | 15,836 | 7,257 |
| Foreign currency translation adjustment | 285 | 98 |  |
| Proceeds from long- and short-term borrowing | 192,559 | 152,170 | 4,067 |
| Payments on long- and short-term debt | $(149,922)$ | $(3,192)$ | $(18,366)$ |
| S-Corporation distribution to stockholders | $(3,280)$ | $(2,249)$ | $(1,412)$ |
| Net cash provided by financing activities | 49,950 | 162,663 | 123,972 |
| Net increase in cash and cash equivalents | 7,501 | 89,473 | 29,906 |
| Cash and cash equivalents at beginning of period | 134,970 | 45,497 | 15,591 |
| Cash and cash equivalents at end of period | \$ 142,471 | \$ 134,970 | \$ 45,497 |
| Reconciliation of net earnings to net cash provided (used) in operating activities |  |  |  |
| Adjustments to reconcile net earnings to net cash provided (used) in operating activities Depreciation and amortization | 31,762 | 20,722 | 16,287 |
| Changes in assets and liabilities (net of effect of the Eastman and Wilson aquisitions) |  |  |  |
| Increase in receivables . . . . | $(50,200)$ | $(33,129)$ | $(21,928)$ |
| Increase in merchandise inventories | $(151,991)$ | $(122,429)$ | $(107,718)$ |
| Increase in prepaid expenses, deferred income taxes and other assets | $(15,646)$ | $(16,920)$ | ( 9,792) |
| Increase in accounts payable, accrued expenses and deferred credit | 201, 469 | 94,824 | 64,463 |
| Total adjustments | 15,394 | $(56,932)$ | $(58,688)$ |
| Net cash provided (used) in operating activities | \$ 86,226 | \$ (10, 291) | \$ $(39,288)$ |

The accompanying notes are an integral part of these statements.

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
Office Depot, Inc. and subsidiaries (the "Company") operates a chain of high-volume office supply stores and contract stationer/delivery warehouses throughout the country. The Company was incorporated in March 1986 and opened its first store in October 1986

Basis of Presentation
The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries. All significant intercompany transactions have been eliminated in consolidation.

All common stock share and per share amounts for all periods presented have been adjusted for a three-for-two stock split in June 1993 and a two-for-one stock split in May 1992 effected in the form of stock dividends. Additionally, all common stock share and per share amounts for all periods presented have been adjusted for a three-for-two stock split effected in the form of a stock dividend which occurred subsequent to the year ended December 25, 1993 (See Note L).

Certain reclassifications were made to prior year statements to conform to current presentations.

Cash and Cash Equivalents
The Company considers any highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents.

Receivables
Receivables are comprised of trade receivables not financed through outside programs as well as amounts due from vendors under rebate and cooperative advertising programs.

Merchandise Inventories
Inventories are stated at the lower of weighted average cost or market value.

Income Taxes
The Company currently provides for Federal and state income taxes currently payable as well as for those deferred because of temporary differences between reporting assets and liabilities for tax purposes and for financial statement purposes using the provisions of Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes." Under this standard, deferred tax assets and liabilities represent the tax effects, based on current tax law, of future deductible or taxable amounts attributable to events that have been recognized in the financial statements. In prior years, the Company had provided for income taxes using the provisions of APB No. 11.

Property and Equipment
Depreciation and amortization are provided in amounts sufficient to relate the cost of depreciable assets to operations over their estimated service lives on a straight line basis. Leasehold improvements are amortized over the terms of the respective leases or the service lives of the improvements

## Goodwill

Goodwill represents the excess of purchase price and related costs over the value assigned to the net tangible assets of businesses acquired. Goodwill is amortized on a straight-line basis over 40 years. Accumulated amortization of goodwill was $\$ 1,666,000$ and $\$ 49,000$ as of December 25, 1993 and December 26, 1992, respectively. Goodwill will be adjusted for a permanent decline in value, if any, as measured by the recoverability from projected future cash flows from the acquired businesses.

## Pre-opening Expenses

Pre-opening expenses related to new store openings are expensed as incurred.
Acquisition of The Office Club, Inc.
On April 10, 1991, the Company completed its acquisition of The Office Club, Inc. ("Club"). The merger with Club was accounted for in 1991 on a "pooling of interests" basis for accounting and financial reporting purposes. Financial statements for periods prior to the merger have been restated to reflect the financial position and results of operations of the combined companies as if they had merged as of the beginning of the earliest period reported. Club became a wholly-owned subsidiary of the Company through the exchange of $38,956,172$ shares of the Company's common stock for all of the outstanding stock of Club on a ratio of 1.791 shares of Depot stock for each Club share. References to Office Depot, Inc. and to The Office Club, Inc. before the merger will be referred to as "Depot" and "Club," respectively. Costs of $\$ 8,950,000$ associated with the merger have been reflected in the results of operations for 1991.

## Acquisitions of Contract Stationers

Subsequent to December 25, 1993, the Company acquired six contract stationer companies. These acquisitions were accounted for on a "pooling of interests" basis for accounting and financial reporting purposes, therefore, the financial statements for the periods prior to the acquisitions have been restated to include the financial position, results of operations and cash flows of these companies as if they had been acquired as of the beginning of the earliest period presented. (See Note L)

Earnings Per Common and Common Equivalent Shares
Net earnings per common equivalent share is based upon the weighted average number of shares and equivalents outstanding during each period. The weighted average number of common and common equivalent shares outstanding for the years ended December 25, 1993, December 26, 1992 and December 28, 1991 were 147,640,000, 143,263,000 and 125,967,000, respectively. Stock options and warrants are considered common stock equivalents. The zero coupon, convertible, subordinated notes are not a common stock equivalent and are anti-dilutive in the fully diluted computation.

Fiscal Year

The Company is on a 52 or 53 week fiscal year ending on the last Saturday in December.

## Postretirement Benefits

The Company does not currently provide postretirement benefits for its employees.

Fair Value of Financial Instruments
Statement of Financial Accounting Standards No. 107, "Disclosure about Fair Value of Financial Instruments", requires disclosure of the fair value of financial instruments, both assets and liabilities, recognized and not recognized in the Consolidated Balance Sheet of the Company, for which it is practicable to estimate fair value. The estimated fair values of financial instruments which are presented herein have been determined by the Company using available market information and appropriate valuation methodologies However, considerable judgment is required in interpreting market data to develop estimates of fair value.

Accordingly, the estimates presented herein are not necessarily indicative of amounts the Company could realize in a current market exchange

The following methods and assumptions were used to estimate fair value:

-     - the carrying amounts of cash and cash equivalents, receivables and accounts payable approximate fair value due to their short term nature;
- discounted cash flows using current interest rates for financial instruments with similar characteristics and maturity were used to determine the fair value of short-term and long-term debt; and,
market prices were used to determine the fair value of the zero coupon, convertible, subordinated notes.

There was no significant difference as of December 25, 1993 in the carrying
value and fair market value of financial instruments except for the zero coupon, convertible, subordinated notes which had a carrying value of $\$ 350,298,000$ and a fair value of $\$ 419,750,000$.

NOTE B - PROPERTY AND EQUIPMENT
Property and equipment consists of:

(in thousands)

| Land and buildings | \$ | 38,217 | \$ | 19,222 |
| :---: | :---: | :---: | :---: | :---: |
| Furniture, fixtures and equipment |  | 139,842 |  | 89,283 |
| Automotive equipment |  | 15,837 |  | 9,207 |
| Leasehold improvements |  | 144,769 |  | 102,295 |
| Equipment under capital lease |  | 16,278 |  | 12,899 |
|  |  | 354,943 |  | 232,906 |
| Less accumulated depreciation and amortization |  | 86,777 |  | 59,247 |
|  | \$ | 268,166 | \$ | 173,659 |

Equipment under capital leases included above consists of:

| $\begin{gathered} \text { DECEMBER 25, } \\ 1993 \end{gathered}$ | $\begin{gathered} \text { December } 26, \\ 1992 \end{gathered}$ |
| :---: | :---: |

(in thousands)
Equipment . . . . . . . . . . . . . . . . .

| \$ | 16,278 | \$ | 12,899 |
| :---: | :---: | :---: | :---: |
|  | 11,105 |  | 8,458 |
| \$ | 5,173 | \$ | 4,441 |

NOTE C - LONG-TERM DEBT
Long-term debt consists of the following:


Maturities of long-term debt are as follows:

DECEMBER 25, 1993
(IN THOUSANDS)

| \$ 9,304 |  |
| :---: | :---: |
|  | 2,122 |
|  | 764 |
|  | 689 |
|  | 13,729 |
|  | 26,608 |

Future minimum lease payments under capital leases together with the present value of the net minimum lease payments as of December 25, 1993 are as follows:

|  | DECEMBER 25, |
| :---: | :---: |
|  | (IN THOUSANDS) |
| 1994 | \$ 2,624 |
| 1995 | 1,271 |
| 1996 | 542 |
| 1997 | 437 |
| 1998 and after | 1,927 |
| Minimum lease payments | 6,801 |
| Less: amount representing interest at 9.5\% to 15.0\% | 1,305 |
| Present value of net minimum lease payments | 5,496 |
| Less: current portion . | 2,264 |
| Noncurrent portion | \$ 3,232 |

The Company has a credit agreement with its principal bank and a syndicate of commercial banks to provide for a working capital line of $\$ 200,000,000$. The agreement provides that funds borrowed will bear interest, at the Company's option, at either $3 / 4 \%$ over the LIBOR rate or at a base rate linked to the prime rate. The Company must also pay a fee of $1 / 4 \%$ per annum on the available
and unused portion of the credit facility. The credit facility currently expires in September 1996. In addition to the credit facility, the bank has provided a lease facility to the Company under which the bank has agreed to purchase up to $\$ 15,000,000$ of equipment from the Company and lease such equipment back to the Company. As of December 25, 1993, the Company had no outstanding borrowings under the revolving credit facility and had utilized approximately $\$ 7,711,000$ of the lease facility. The loan agreement contains covenants relating to various financial statement ratios and provides for a limitation on the payment of cash dividends on common stock, not to exceed $25 \%$ of net earnings, without the bank's consent.

Short-term bank borrowings consisted of a $\$ 3,000,000$ line of credit arrangement with a bank for one of the contract stationers and various 180 day renewable loans. The line of credit borrowings are subject to limitations based on qualified accounts receivable. The outstanding balance as of December 25, 1993 was $\$ 1,101,000$. Interest payments are due monthly, at prime plus $1 \%$ which was $7 \%$ as of December 25, 1993. The 180 day renewable loans accrue interest at rates ranging from prime to prime plus $1 \%$ per annum. The balance of these borrowings at December 25, 1993 was \$1,998,000.

NOTE D - ZERO COUPON, CONVERTIBLE, SUBORDINATED NOTES
On December 11, 1992, the Company issued $\$ 316,250,000$ principal amount of Liquid Yield Option Notes (LYONs) with a price to the public of $\$ 150,769,000$. The issue price of each such LYON was $\$ 476.74$ and there will be no periodic payments of interest. The LYONs will mature on December 11, 2007 at $\$ 1,000$ per LYON representing a yield to maturity of $5 \%$ (computed on a semi-annual bond equivalent basis).

On November 1, 1993, the Company issued $\$ 345,000,000$ principal amount of LYONs with a price to the public of $\$ 190,464,000$. The issue price of each such LYONs was $\$ 552.07$ and there will be no periodic payments of interest. These LYONs will mature on November 1, 2008 at $\$ 1,000$ per LYON, representing a yield to maturity of $4 \%$ (computed on a semi-annual bond equivalent basis).

All LYONs are subordinated to all existing and future senior indebtedness of the Company.

Each LYON is convertible at the option of the holder at any time on or prior to maturity, unless previously redeemed or otherwise purchased by the Company, into common stock of the Company at a conversion rate of 29.263 shares per 1992 LYON and 21.234 shares per 1993 LYON. The LYONs may be required to be purchased by the Company, at the option of the holder, as of December 11, 1997 and December 11, 2002 for the 1992 LYONs and as of November 1, 2000 for the 1993 LYONs, at the issue price plus accrued original issue discount. The Company, at its option, may elect to pay the purchase price on any particular purchase date in cash or common stock, or any combination thereof.

In addition, prior to December 11, 1997 for the 1992 LYONs and prior to November 1, 2000 for the 1993 LYONs, the LYONs will be purchased for cash by the Company, at the option of the holder, in the event of a change in control of the Company. Beginning on December 11, 1996, for the 1992 LYONs and on November 1, 2000 for the 1993 LYONs, the LYONs are redeemable for cash at any time at the option of the Company in whole or in part at the issue price plus accrued original issue discount through the date of redemption.

## NOTE E - INCOME TAXES

Effective December 27, 1992, the Company adopted the provisions of Statement No. 109, "Accounting for Income Taxes." The Company's adoption in 1993 of Statement No. 109 did not result in a material adjustment and was recognized in the results of operations. The Company chose not to restate prior years' results or disclosures as permitted by the Statement.

Club commenced operations in 1986 and incurred losses through 1989. The resulting net operating loss carryforward was partially utilized in 1991 and fully utilized in 1992.

Four of the contract stationers acquired in 1994 were organized as S-corporations and therefore did not provide for income taxes prior to their respective acquisitions.

The income tax provision consists of the following:


The tax effected components of deferred income tax accounts as of December 25 1993 are as follows:

|  | ASSETS | LIABILITIES |
| :---: | :---: | :---: |
|  | (in thousands) |  |
| Interest premium on notes redeemed | \$ 7,832 |  |
| Self-insurance costs | 6,466 |  |
| Inventory costs capitalized for tax purposes | 3,215 |  |
| Excess of tax over book depreciation | --- | \$3,208 |
| Capitalized leases | --- | 3,160 |
| Other items . | 14,435 | 3,218 |
|  | \$31,948 | \$9,586 |
|  | ====== | ====== |

The components of deferred income tax (benefit) are as follows:

|  | ```5 2 ~ W e e k s Ended December 26, 1992``` | ```52 Weeks Ended December 28, 1991``` |
| :---: | :---: | :---: |
|  | (in thousands) |  |
| Excess of tax over book depreciation | \$ 438 | \$ 67 |
| Inventory costs capitalized for tax purposes | (535) | (435) |
| Vacation pay | (380) | (305) |
| Self-insurance costs | $(3,032)$ | $(1,941)$ |
| Capitalized leases | 720 | 368 |
| Deferred book loss benefit recognized | 888 | 148 |
| Other items, net . | (298) | (61) |
| Pre-opening costs | --- | (358) |
| Total deferred benefit | \$ 2,199 ) | \$(2,517) |

Office Depot Inc. And Subsidiaries
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

The following schedule is a reconciliation of income taxes at the federal statutory rate to the provision for income taxes:

|  | 52 WEEKS ENDED DECEMBER 25, 1993 | 52 Weeks Ended December 26, 1992 | ```52 Weeks``` |
| :---: | :---: | :---: | :---: |
|  |  | (in thousands) |  |
| Tax computed at the statutory rate | \$ 40,583 | \$ 24,000 | \$ 10, 890 |
| State taxes net of federal benefit | 5,748 | 3,539 | 1,727 |
| Effect of S-corporation income prior to acquisitions | $(1,709)$ | $(1,888)$ | $(1,132)$ |
| Nondeductible goodwill amortization . | 483 |  |  |
| Nondeductible merger costs | -- - | --- | 1,700 |
| Other items, net | 13 | (306) | 61 |
| Provision for income taxes | \$ 45,118 | \$ 25,345 | \$ 13,246 |

NOTE F - COMMITMENTS AND CONTINGENCIES

Leases
The Company conducts its operations in various leased facilities under leases that are classified as operating leases for financial statement purposes. The leases provide for the Company to pay real estate taxes, common area maintenance, and certain other expenses, including, in some instances, contingent rentals based on sales. Lease terms, excluding renewal option periods exercisable by the Company at escalated rents, expire between 1994 and 2015. In addition to the base lease term, the Company has various renewal option periods. Also, certain equipment used in the Company's operations is leased under operating leases. A schedule of fixed operating lease commitments follows:

|  | DECEMBER 25, <br> 1993 |
| :--- | :--- | :--- | :--- | :--- |
| 1994 | . . . . . . . . . . . . . . . . . . . . . . . . |

The above amounts include 27 stores leased but not yet opened as of December 25, 1993. The Company is in the process of opening new stores in the ordinary course of business and leases signed subsequent to December 25, 1993 are not included in the above described commitment amount. Rent expense, including equipment rental, was approximately \$94,017,000, \$74,738,000 and \$64,332, 000, during 1993, 1992 and 1991, respectively.

Office Depot Inc. And Subsidiaries
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

Other
Certain holders of the Company's common stock have limited demand
egistration rights. The costs of such registration will generally be borne by the Company.

The Company is involved in litigation arising in the normal course of its business. In the opinion of management, these matters will not materially affect the financial position or results of operations of the Company.

As of December 25, 1993, the Company has reserved 16,580,313 shares of unissued common stock for conversion of the subordinated notes (see Note D).

NOTE G - EMPLOYEE BENEFIT PLANS

Stock Option Plans
As of December 25, 1993, the Company had reserved $17,050,704$ shares of common stock for issuance to officers and key employees under its 1986 and 1987 Incentive Stock Option Plans, its 1988 and 1989 Employees Stock Option Plans, its Directors Stock Option Plan and the Club Incentive Stock Option Plan. Under these plans, the option price must be equal to or in excess of the market price of the stock on the date of the grant or, in the case of employees who own 10\% or more of common stock, the minimum price must be $110 \%$ of the market price.

Options granted to date become exercisable from one to four years after the date of grant, provided that the individual is continuously employed by the Company. All options expire no more than ten years after the date of grant. Options to purchase $3,835,272$ shares and $2,350,809$ shares were exercisable at December 25, 1993 and December 26, 1992, respectively. No amounts have been charged to income under the plan.

|  | NUMBER OF SHARES | OPTION PRICE PER SHARE |  |
| :---: | :---: | :---: | :---: |
| Outstanding at December 30, 1990 | 8,946,779 | \$ | .02--- 5.84 |
| Granted | 4,826,295 | \$ | 2.10--- 8.72 |
| Canceled | 546,917 | \$ | 1.98--- 8.00 |
| Exercised | 2,368,836 | \$ | .02--- 5.78 |
| Outstanding at December 28, 1991 | 10,857,321 | \$ | .02--- 8.72 |
| Granted | 2,558,363 | \$ | 8.88---15.28 |
| Canceled | 764,532 | \$ | .42---12.94 |
| Exercised | 3,914,957 | \$ | .02--- 8.72 |
| Outstanding at December 26, 1992 | 8,736,195 | \$ | . 02---15.28 |
| Granted | 2,214,702 | \$ | 13.22---23.84 |
| Canceled | 449,628 | \$ | 1.76---17.92 |
| Exercised | 1,785,528 | \$ | . $30-\mathrm{-}-15.00$ |
| Outstanding at December 25, 1993 | 8,715,741 | \$ | .02---23.84 |

## Other Stock Options

On December 28, 1987, a nonqualified option to purchase $3,149,996$ shares of common stock was issued to the Company's chief executive officer. The option with respect to 449,996 shares was exercisable upon issuance, with the balance exercisable one-third each year commencing one year from the date of issue. Options to purchase an aggregate of 337,496 shares were also issued to two of the Company's principal officers.

Office Depot Inc. And Subsidiaries
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

The exercise price on the above described nonqualified options is $\$ .42$ per share. Options for 449,996 shares were exercised in February 1988. In 1990, options for 224,996 shares were exercised and options for 112,500 shares were canceled. In 1991, options for 900,000 shares were exercised. In 1992, options for the remaining 1,800,000 shares were exercised.

## Employee Stock Purchase Plan

In October 1989, the Board of Directors approved an Employee Stock Purchase Plan, which permits eligible employees to purchase common stock from the Company at $90 \%$ of its fair market value through regular payroll deductions. The maximum number of shares eligible for purchase under the plan is 1,125,000.

## Retirement Savings Plan

In February 1990, the Board of Directors approved a Retirement Savings Plan, which permits eligible employees to make contributions to the plan on a pretax salary reduction basis in accordance with the provisions of Section 401(k) of the Internal Revenue Code. The Company makes a matching stock contribution of $50 \%$ of the employee's pretax contribution up to a maximum of $3 \%$ of the employee's compensation in any calendar year. The Office Club plan provided a cash match up to certain limits. The Office Club Plan was terminated in early 1993 and all employees were given the opportunity to join the Depot plan. Retirement savings plans of the acquired companies will be merged into the Office Depot Plan in 1994 and 1995.

## NOTE H - CAPITAL STOCK

In May 1993, the Board of Directors and stockholders approved an amendment to the Company's Certificate of Incorporation, which increased the authorized number of shares of common stock from $200,000,000$ to $300,000,000$ shares. As of December 25, 1993, there were 1,000,000 shares of $\$ .01$ par value preferred stock authorized of which none are issued or outstanding.

## Common Stock

On June 7, 1991, 6,435,000 shares of common stock were sold to a subsidiary of Carrefour, a French hypermarket retailer, at a price of $\$ 6.22$ per share.

On December 24, 1991, the Company completed a public offering of 10,350,000 shares of common stock at $\$ 9.33$ per share.

## NOTE I - ACQUISITIONS

On May 17, 1993, the Company acquired substantially all of the assets and assumed certain of the liabilities of the office supply business of Wilson Stationery \& Printing Company ("Wilson"), a contract stationer based in Houston Texas. The Company issued 995,821 shares of common stock, representing $\$ 15,000,000$ at market value at date of issuance, in exchange for the acquired net assets of Wilson. This acquisition was accounted for as a purchase.

On September 13, 1993, the Company acquired the common stock of Eastman Office Products Corporation ("Eastman"), a contract stationer and office furniture dealer headquartered in California that operates primarily in the western United States. In connection with the acquisition, the Company issued $4,039,580$ shares of common stock with a market value of approximately $\$ 79,707,000$ and paid out $\$ 20,001,000$ in cash. This acquisition was accounted for as a purchase. The Company has allocated the purchase price to the assets acquired and liabilities assumed based on information obtained to date. The allocation will be finalized when all necessary information regarding the fair values of the assets and liabilities is available. The Company also acquired the outstanding preferred stock of Eastman for $\$ 13,158,000$. Additionally, the Company offered to purchase for cash pursuant to a tender offer of $\$ 90,000,000$ principal amount of Eastman, Inc.'s $13 \%$ Series B Subordinated Notes due 2002 (the "Notes"). Pursuant to the tender offer, in October 1993 the Company purchased $\$ 81,750,000$ principal amount of the Notes for $\$ 103,414,000$ in cash.

Office Depot Inc. And Subsidiaries
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

The excess of the cost over the fair value of net assets acquired for the above acquisitions is being amortized over 40 years on a straight-line method. The Company's Consolidated Statement of Earnings includes the operating results of acquisitions from the respective dates of the purchases. The following represents the pro forma results of operations assuming the acquisitions of Eastman and Wilson had taken place on December 29, 1991.

|  | 52 WEEKS ENDED | 52 Weeks Ended |
| :---: | :---: | :---: |
|  | DECEMBER 25, 19 | 933 December 26, 1992 |
|  | (in thousands, | except per share amounts) (unaudited) |
| Sales | \$3, 085,923 | \$2,308,492 |
| Net Earnings Before Extraordinary Credit | 69,935 | 45,294 |
| Net Earnings Before Extraordinary Credit |  |  |
| Per Share . . . . . . . . . . . . . . | . 46 | . 31 |

This pro forma information is not necessarily indicative of the actual results of operations that would have occurred had the acquisitions been made as of December 29, 1991, or of results which may occur in the future.

## NOTE J - SUPPLEMENTAL INFORMATION OF NONCASH INVESTING AND FINANCING ACTIVITIES

The Consolidated Statements of Cash Flows for 1993 and 1992 do not include noncash financing transactions of $\$ 3,525,000$ and $\$ 21,882,000$, respectively, relating to additional paid-in capital associated with tax benefits of stock options exercised and \$8,754,000 for 1993 associated with accreted interest on convertible, subordinated notes.

The Consolidated Statement of Cash Flows for 1993 does not include noncash investing and financing transactions associated with common stock issued for the acquisition of net assets of Wilson and of Eastman. The components of the transactions are as follows:
(in thousands)


## NOTE K - RECEIVABLES SOLD WITH RECOURSE

The Company has two private label credit card programs which are managed by financial services companies. All credit card receivables sold to the financial services company under one of these programs were sold on a recourse basis. Proceeds to the Company for such receivables sold with recourse were approximately $\$ 185,000,000, \$ 138,000,000$ and $\$ 123,000,000$ in 1993,1992 and 1991, respectively. The Company's maximum exposure to off-balance sheet credit risk is represented by the outstanding balance of private label credit card receivables with recourse, which totaled approximately $\$ 39,900,000$ at December 25, 1993. The financial services company periodically estimates the percentage to be withheld from proceeds for receivables sold to achieve the necessary reserve for potential uncollectible amounts. The Company expenses such withheld amounts at the time of sale to the financial services company.

## NOTE L - SUBSEQUENT EVENTS

In February 1994, the Company issued 2,335,746 shares of common stock in connection with the acquisitions of L. E. Muran Co. Inc. ("Muran"), a Boston-based contract stationer and Yorkship Press, Inc. ("Yorkship"), a contract stationer servicing Philadelphia and southern New Jersey. In May 1994, the Company acquired all of the outstanding stock of Midwest Carbon Company ("Midwest"), a Minneapolis based contract stationer, and Silver's Inc. ("Silver's"), a Detroit based contract stationer. The Company issued 1,448,591 shares of common stock in connection with the acquisitions of Midwest and Silver's. Additionally, in August 1994, the Company acquired all the outstanding stock of J. A. Kindel Company, Inc. ("Kindel"), a Cincinnati based contract stationer, and Allstate Office Products, Inc. ("Allstate"), a contract stationer in Tampa. The Company issued 1,916,009 shares of common stock in connection with the acquisitions of Kindel and Allstate. These acquisitions were accounted for on a "pooling of interests" basis and, accordingly, the accompanying financial statements have been restated to include the accounts and operations of these companies for all periods presented.

Following is a summary of the effect of the restatement of the "pooling of interests" basis for previously issued financial statements as of December 25, 1993 and for the fiscal years ended December 25, 1993, December 26, 1992 and December 28, 1991.

|  | Office Depot (as previously reported) |  | Pooling <br> Adjustments for Acquired Companies |  | Combined Restated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts receivable, net allowance | \$ | 165,182 | \$ | 36,807 | \$ | 201, 989 |
| Merchandise inventories |  | 643,773 |  | 19,374 |  | 663,147 |
| Other current assets |  | 169,207 |  | 4,499 |  | 173,706 |
| Total current assets |  | 978,162 |  | 60,680 |  | 038,842 |
| Property and equipment, net of accumulated depreciation |  | 262,144 |  | 6,022 |  | 268,166 |
| Goodwill, net of accumulated amortization |  | 200, 462 |  | 252 |  | 200, 714 |
| Other assets |  | 23,131 |  | 239 |  | 23,370 |
| Total assets |  | 463,899 | \$ | 67,193 |  | 531,092 |
| Accounts payable | \$ | 393,185 | + | 19,306 | \$ | 412,491 |
| Other current liabilities |  | 144,020 |  | 11, 217 |  | 155,237 |
| Total current liabilities |  | 537,205 |  | 30,523 |  | 567,728 |
| Long-term debt |  | 366,527 |  | 1,075 |  | 367,602 |
| Other non-current liabilities |  | 5,478 |  | --- |  | 5,478 |
| Common stockholders' equity |  | 554,689 |  | 35,595 |  | 590,284 |
| Total liabilities and stockholders' equity |  | 463,899 | \$ | 67,193 |  | 531,092 |

NOTE L - SUBSEQUENT EVENTS (CONTINUED)
OFFICE DEPOT, INC. AND SUBSIDIARIES
COMBINED RESTATED STATEMENTS OF EARNINGS
(In thousands, except per share amounts)

|  | 52 Weeks <br> Office Depot (1) | Ended Decemb Pooling Adjustment for Acquired Companies | $\text { 25, } 1993$ <br> Combined Restated | 52 Weeks <br> Office Depot (1) | Ended December Pooling Adjustment for Acquired Companies | $26,1992$ <br> Combined Restated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | \$2,579,494 | \$257, 293 | \$2,836,787 | \$1,732,965 | \$229,988 | \$1,962,953 |
| Cost of goods sold and occupancy costs | 1,996,462 | 188,683 | 2,185,145 | 1,345,295 | 167,009 | 1,512,304 |
| Gross profit | 583,032 | 68,610 | 651,642 | 387,670 | 62,979 | 450,649 |
| Operating expenses | 470,470 | 58,526 | 528,996 | 325,461 | 53,333 | 378,794 |
| Operating profit | 112,562 | 10,084 | 122,646 | 62,209 | 9,646 | 71,855 |
| Other income (expense) | $(6,042)$ | ) (654) | $(6,696)$ | (156) | $(1,109)$ | $(1,265)$ |
| Earnings before income taxes and extraordinary credit | 106,520 | 9,430 | 115,950 | 62,053 | 8,537 | 70,590 |
| Income taxes | 43,103 | 2,015 | 45,118 | 24,261 | 1,084 | 25,345 |
| Earnings before extraordinary credit | 63,417 | 7,415 | 70,832 | 37,792 | 7,453 | 45,245 |
| Extraordinary credit |  | --- |  | 1,396 | --- | 1,396 |
| Net earnings | \$ 63,417 | \$ 7,415 | \$ 70,832 | \$ 39,188 | \$ 7,453 | \$ 46,641 |
| Earnings per common and common equivalent share | \$ 0.45 |  | \$ 0.48 | \$ 0.28 |  | \$ 0.33 |
| Average common and common equivalent shares | 141,941 |  | 147,640 | 137,564 |  | 143,263 |


|  | 52 Weeks <br> Office <br> Depot (1) | Ended Decemb Pooling Adjustment for Acquired Companies | $\text { er 28, } 1991$ <br> Combined Restated |
| :---: | :---: | :---: | :---: |
| Sales | \$1, 300, 847 | \$197, 035 | \$1, 497, 882 |
| Cost of goods sold and occupancy costs | 1,009,059 | 143,707 | 1,152,766 |
| Gross profit | 291,788 | 53,328 | 345,116 |
| Operating expenses | 253,731 | 46,691 | 300,422 |
| Operating profit | 38, 057 | 6,637 | 44,694 |
| Other income (expense) | $(11,185)$ | $(1,477)$ | $(12,662)$ |
| Earnings before income taxes and extraordinary credit | 26,872 | 5,160 | 32,032 |
| Income taxes | 12,495 | 751 | 13,246 |
| Earnings before extraordinary credit | 14,377 | 4,409 | 18,786 |
| Extraordinary credit | 614 | --- | 614 |
| Net earnings | \$ 14,991 | \$ 4,409 | \$ 19,400 |
| Earnings per common and common equivalent share | \$ 0.12 |  | \$ 0.15 |
| Average common and common equivalent shares | 120,267 |  | 125,966 |

## (1) As previously reported with certain reclassifications.

## NOTE L - SUBSEQUENT EVENTS (CONTINUED)

In June 1994, the Company completed a three-for-two split of the Company's common stock. All historical share and per share information has been restated to reflect the stock split (see Note A).

NOTE M - QUARTERLY FINANCIAL DATA (UNAUDITED)

(a) Gross profit is net of occupancy costs.

## OFFICE DEPOT INC. AND SUBSIDIARIES

PROPERTY, PLANT AND EQUIPMENT
(IN THOUSANDS)

COLUMN A

## CLASSIFICATIONS

Period Ended December 25, 1993
Land and buildings
Furniture, fixtures and equipment
Automotive equipment
Leasehold Improvements
Equipment under capital lease

Ended December 26, 1992
Land and buildings
Furniture, fixtures and equipment
Automotive equipment
Leasehold Improvements
Equipment under capital lease

Period Ended December 28, 1991
Land and buildings
Furniture, fixtures and equipment
Automotive equipment
Leasehold Improvements
Equipment under capital lease

| COLUMN B | COLUMN C | COLUMN D | COLUMN E | COLUMN F |
| :---: | :---: | :---: | :---: | :---: |
| BALANCE AT |  |  |  | BALANCE AT |
| BEGINNING | ADDITIONS |  | OTHER | END OF |
| OF PERIOD | AT COST | RETIREMENTS | CHANGES | PERIOD |
| \$ 19, 222 | \$ 21, 133 | \$ 2,138$)$ | \$ | \$ 38,217 |
| 89,283 | 52,659 | $(2,100)$ | 0 | 139,842 |
| 9,207 | 7,358 | (728) | 0 | 15,837 |
| 102,295 | 43,620 | $(1,146)$ | 0 | 144,769 |
| 12,899 | 3,436 | (57) | 0 | 16,278 |
| \$232,906 | \$128, 206 | \$ $(6,169)$ | \$ 0 | \$ 354,943 |
| ======= | ======== | ======= | ======= | ========= |



OFFICE DEPOT INC. AND SUBSIDIARIES ACCUMULATED DEPRECIATION, DEPLETION AND AMORTIZATION OF PROPERTY, PLANT AND EQUIPMENT (IN THOUSANDS)

## COLUMN A

## CLASSIFICATIONS

Period Ended December 25, 1993
Land and buildings
Furniture, fixtures and equipment
Automotive equipment
Leasehold Improvements
Equipment under capital lease
, 1992
Land and buildings
Furniture, fixtures and equipment
Automotive equipment
Leasehold Improvements
Equipment under capital lease

Period Ended December 28, 1991
Land and buildings
Furniture, fixtures and equipment
Automotive equipment
Leasehold Improvements
Equipment under capital lease

COLUMN D
RETIREMENT
R---------

| COLUMN E | COLUMN F |
| :---: | :---: |
|  | BALANCE AT |
| OTHER | END OF |
| CHANGES | PERIOD |


| \$ | (5) | \$ | 0 | \$ | 1,535 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (934) |  | 0 |  | 44,810 |
|  | (560) |  | 0 |  | 7,016 |
|  | (451) |  | 0 |  | 22,311 |
|  | (57) |  | 0 |  | 11,105 |
| \$ $(2,007)$ |  | \$ | 0 | \$ | 86,777 |
|  |  |  |  |  | ====== |


| \$ | (21) | \$ | 0 | \$ | 1,158 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (440) |  | 0 |  | 29,253 |
|  | (183) |  | 0 |  | 5,107 |
|  | (529) |  | 0 |  | 15,271 |
|  | 0 |  | 0 |  | 8,458 |
|  | (1,173) | \$ | 0 | \$ | 59,247 |


| \$ 831 | \$ | 465 | \$ | 0 | \$ | (331) | \$ | 965 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 10,745 |  | 7,368 |  | (125) |  | 331 |  | 18,319 |
| 1,897 |  | 1,736 |  | (12) |  | 0 |  | 3,621 |
| 5,863 |  | 4,414 |  | (151) |  | 0 |  | 0,126 |
| 3,616 |  | 2,431 |  | 0 |  | 0 |  | 6,047 |
| \$22,952 | \$ | 16,414 | \$ | (288) | \$ | 0 | \$ | 39,078 |

OFFICE DEPOT INC. AND SUBSIDIARIES
VALUATION AND QUALIFYING ACCOUNTS AND RESERVES (IN THOUSANDS)

| COLUMN A | COLUMN B | COLUMN C |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | ADDITIONS |  |  |  |  |
|  | BALANCE AT BEGINNING | CHARGED TO COSTS AND EXPENSES | CHARGED TO OTHER | DEDUCTIONS | BALANCE AT END OF PERIOD |
| DESCRIPTION | OF PERIOD | EXPENSES | ACCOUNTS | WRITE-OFFS | PERIOD |
| ALLOWANCES FOR DOUBTFUL ACCOUNTS: |  |  |  |  |  |
| 1993 | \$659 | \$1, 024 | \$1,909(1) | \$341 | \$ 3,251 |
| 1992 | 513 | 555 | 0 | 409 | 659 |
| 1991 | 461 | 402 | 0 | 350 | 513 |
| (1) ALLOWANCE FOR DOUBF DATES OF ACQUISITIO | COUNTS OF EASTMAN AND | AT THE RESP | Tive |  |  |

OFFICE DEPOT INC. AND SUBSIDIARIES SUPPLMENTARY INCOME STATEMENT INFORMATION (IN THOUSANDS)

COLUMN A - ITEM
COLUMN B - CHARGED TO COSTS AND EXPENSES

A

ADVERTISING COSTS, NET

| 1993 | $\$ 29,020$ |
| :--- | ---: |
| 1992 | 24,792 |
| 1991 | 29,644 |

## INDEPENDENT AUDITORS' CONSENT

We consent to the incorporation by reference in Registration Statements No. 33-26972, No. 33-31743, No. 33-40057, No. 33-40058, and No. 33-40059 of Office Depot, Inc. on Forms S-8 of our report dated February 8, 1994 (January 10, 1995 as to the effects of the business combinations and stock split described in Note L) appearing in this Report on Form 8-K of Office Depot, Inc.

DELOITTE \& TOUCHE LLP
Certified Public Accountants Fort Lauderdale, Florida January 16, 1995

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE FINANCIAL STATEMENTS OF OFFICE DEPOT, INC. FOR THE YEAR ENDED DECEMBER 28, 1993, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1,000

$$
\begin{aligned}
& \text { YEAR } \\
& \text { DEC-28-1993 } \\
& \text { DEC-28-1993 } \\
& 142,471 \\
& \text { 205, } 240 \\
& \text { 3, } 251 \\
& \text { 663,147 } \\
& 1,038,842 \\
& \text { 86,777 } \\
& \text { 1,531, } 092 \\
& \text { 567,728 } \\
& \text { 367,602 } \\
& \text { 1,491 } \\
& 0 \\
& 0 \\
& \text { 1,531, } 092 \\
& 2,836,787 \\
& \text { 2,836,787 } \\
& \text { 2,617,490 } \\
& \text { 96,651 } \\
& 0 \\
& \text { 6,696 } \\
& \text { 115, } 950 \\
& \text { 70, } 832 \\
& 45,118 \\
& 0^{0} \\
& \text { 70,832 } \\
& .48 \\
& 0
\end{aligned}
$$

