FORM 10-Q

## SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

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

For Quarter Ended August 31, 1995
Commission File Number 2-85538

CCA INDUSTRIES, INC.
(Exact Name of Registrant as Specified in its Charter)

Delaware
(State or other jurisdiction of Incorporation or organization)

200 Murray Hill Parkway East Rutherford, NJ
(Address of principal executive offices)

04-2795439
(I.R.S. Employer Identification Number)

07073
(Zip Code)
(201) 330-1400

Registrant's telephone number, including area code

Not applicable
Former name, former address and former fiscal year, if changed since last report.

Indicate by check mark whether the Registrant: (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ 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

## APPLICABLE ONLY TO CORPORATE ISSUERS

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

Common Stock, \$. 01 Par Value - 5,570,921 shares as of August 31, 1995
Class A Common Stock, \$.01 Par Value - 1,224,230 shares as of August 31, 1995

CCA INDUSTRIES, INC. AND SUBSIDIARIES

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## CCA INDUSTRIES, INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

## A S S E T S

<CAPTION $>$


Property and Equipment, net of accumulated depreciation and amortization

Intangible Assets, net of accumulated amortization of \$23,796 at August 31, 1995
and \$18,753 at November 30, 1994

Other Assets

| Marketable securities | $3,011,922$ | $3,615,161$ |
| :--- | :---: | :---: |
| Treasury bonds | 87,300 | 81,108 |
| Due from officers - Non-current | 25,250 |  |
| Deferred income taxes | 32,357 | 17,531 |
| Other | 54,606 | 50,570 |
| Total Other Assets | $3,211,435$ | $3,789,620$ |
| Total Assets | $\$ 17,971,720$ | $\$ 20,053,893$ |

<FN>
See Notes to Consolidated Financial Statements.
</FN>
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## CCA INDUSTRIES, INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

## LIABILITIES AND SHAREHOLDERS' EQUITY

<CAPTION $>$

< FN $>$
See Notes to Consolidated Financial Statements. </FN>

$$
-2-
$$

CCA INDUSTRIES, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS
(UNAUDITED)
<CAPTION>

|  | Three Months Ended August 31, |  |  | Nine Months Ended August 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994 |  | 1995 | 1994 |  |
| <S> | < ${ }^{\text {> }}$ | < $\mathrm{C}>$ |  | < $\mathrm{C}>$ | < $\mathrm{C}>$ |  |
| Revenues |  |  |  |  |  |  |
| Sales of health and beauty products, net |  | \$9,023,458 |  |  | \$29,401,865 | \$36,351,761 |

$$
9,126,706 \quad 11,239,563
$$

$$
29,666,420 \quad 36,602,496
$$

Costs and Expenses

Costs of sales
Selling, general and
administrative expenses
Advertising, cooperative
and promotions
Research and development Provision for doubtful
accounts
Interest expense

Net Income before IncomeTaxes

Provision for Income

Net Income

$$
9,921,508 \quad 10,409,068
$$

Taxes ( 305,407) 327,621 (225,671) 1,451,367
$11,669,715 \quad 13,212,043$
$8,110,982 \quad 9,003,540$
3,646,273 3,325,275
9,953,575 10,225,884
$100,740 \quad 188,892$

$$
\begin{array}{lr}
7,830 & 25,443 \\
13,459 & 19,477
\end{array}
$$

$30,303,48932,980,417$

$$
(794,802) \quad 830,495
$$

( 637,069) 3,622,079
( 225,671) 1,451,367
(\$ 411,398) \$2,170,712

Income Per Common
Share (Note 2):
Net income from operations (\$.07) $\$ .06$
(\$.06) $\$ .27$
$<\mathrm{FN}>$
See notes to Financial Statements.
</FN> -3-

## CCA INDUSTRIES, INC. AND SUBSIDIARIES

## CONSOLIDATED STATEMENT OF CASH FLOWS

## FOR THE NINE MONTHS ENDED AUGUST 31,

(UNAUDITED)
<CAPTION $>$
19951994
$<$ S $>\quad<\mathrm{C}>\quad<\mathrm{C}>$
Cash Flows from Operating Activities:
Net (loss) income (\$ 411,398) \$2,170,712

Adjustments to reconcile net (loss) income
to net cash provided by (Used in) operating activities:

| Depreciation and amortization | 239,654 | 171,784 |
| :---: | :---: | :---: |
| Amortization of bond premium | 5,553 | - |
| Gain on sale of securities ( | ( 1,416) | - |
| (Increase) in deferred income taxes | ( 4,014) | ( 114,222) |
| Decrease in advanced royalties | - | 81,667 |
| Decrease (increase) in accounts receivable | able 1,623,504 | 4 ( 2,322,070) |
| Decrease in inventory | 1,412,414 | 901,899 |
| (Increase) decrease in prepaid expenses | ( 1,076,637) | 7) 6,080 |
| (Decrease) in accounts payable and and accrued liabilities | ( 1,670,567) ( 1 | 1,294,840) |
| (Decrease) in taxes payable | ( 6,354) ( | ( 323,096) |
| (Increase) decrease in security deposits | ( 4,036) | 5,811 |

Net Cash Provided by (Used in) Operating Activities $\quad 106,703 \quad(716,275)$

Cash Flows from Investing Activities:
Acquisition of property, plant and equipment $\quad(307,490) \quad(301,108)$
Purchase of short-term investments and
securities ( 313,795$)$
( $1,138,769$ )
Proceeds of money due from officers

Proceeds from sale of investment
$146,832 \quad(1,445,637)$
Net Cash Provided (Used in) Investing Activities

Cash Flows from Financing Activities:

| Proceeds from borrowings | - | 700,000 |
| :--- | :---: | :---: |
| Payment on debt | $(216,000)$ | $(422,715)$ |

$\begin{array}{lrl}\text { Proceeds from stock options exercises } & 6,460 & 103,975\end{array}$
Net Cash (Used in) Provided by
Financing Activities $\quad\left(\begin{array}{ll} \\ \text { 209,540 }\end{array}\right.$

| Net Increase (Decrease) in Cash | 43,995 | $(1,780,652)$ |
| :--- | ---: | :--- |
| Cash at Beginning of Period | 100,705 | $1,798,815$ |
| Cash at End of Period | $\$ 144,700 \quad \$$ | 18,163 |

Supplemental Disclosures of Cash Flow
Information:
Cash paid during the period for:

| Interest | $\$ 77,273$ | $\$$ | 52,366 |
| :--- | :--- | :--- | :--- |
| Income taxes |  | 94,525 | $1,885,019$ |

94,525 1,885,019
$<$ FN $>$
See notes to Financial Statements.
</FN> -4-
</TABLE>
CCA INDUSTRIES, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(UNAUDITED)

## NOTE 1: BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the nine month period ended August 31, 1995 are not necessarily indicative of the results that may be expected for the year ended November 30, 1995. For further information, refer to the consolidated financial statements and foot notes thereto included in the Company's annual report on Form 10-K for the year ended November 30, 1994.

## NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Principles of Consolidation:
The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries. All significant inter-company accounts and transactions have been eliminated.

Advertising and Related Costs:
In accordance with APB 28 Interim Financial Reporting the Company ex penses its advertising and related costs proportionately over the interim periods based on its total expected costs per its various advertising programs. Any necessary accrual or deferral is accordingly reflected in the balance sheet for the interim period. However, for annual reporting purposes, no advertising or related costs are capitalized and all are expensed in the fiscal year in which they are incurred.

Cash Equivalents:
For purposes of the statement of cash flows, the Company considers all
highly liquid instruments purchased with an original maturity of less than three months to be cash equivalents.

Inventories:
Inventories are stated at the lower of cost (first-in, first-out) or market.
Product returns are recorded in inventory when they are received at the lower of their original cost or market, as appropriate. Obsolete inventory is written off and its value is removed from inventory at the time its obsolescence is determined
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CCA INDUSTRIES, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(UNAUDITED)

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)
Property and Equipment and Depreciation and Amortization:
Property and equipment are stated at cost. The Company charges to expense repairs and maintenance items, while major improvements and betterments are capitalized. When the Company sells or otherwise disposes of property and equipment items, the cost and related accumulated depreciation are removed from the respective accounts and any gain or loss is included in earnings.

Depreciation and amortization are provided on the straight-line method over the following estimated useful lives or lease terms of the assets:

Machinery and equipment
Furniture and fixtures
Tools, dies and masters
Transportation equipment
Leasehold improvements

7-10 years
5-7 years
2-7 years
7 years 7-10 years or life of lease whichever is shorter

Intangible Assets:
Intangible assets are stated at cost. Patents and trademarks are amortized on the straight-line method over a period of 17 years; organization expenses are amortized on the straight-line method over five (5) years.

Tax Credits:
Tax credits, when present, are accounted for using the flow-through method as a reduction of income taxes in the years utilized.

## Earnings Per Share:

Earnings per share have been computed based on the weighted average of outstanding common shares and common stock equivalents during the periods, based on the treasury stock method using average market price.

Since the effect of common stock equivalents is anti-dilutive only the weighted average of outstanding common shares has been used.
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## NOTE 3: INVENTORIES

The components of inventory consist of the following:

| August 31, | November 30, |
| :---: | :---: |
| 1995 | 1994 |


| Raw materials | $\$ 3,392,860$ | $\$ 3,903,028$ |
| :--- | :---: | :--- |
| Finished goods | $2,713,252$ | $3,615,498$ |

$$
\$ 6,106,112 \quad \$ 7,518,526
$$

## NOTE 4: ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

The following items which exceeded $5 \%$ of total current liabilities are included in accounts payable and accrued liabilities as of:

| August 31, | November 30, <br> 1995 |
| :--- | :--- |
| 1994 |  |

a) Media advertising $\quad \$ 2,008,000 \quad \$ 1,460,000$
b) Coop advertising $\quad 650,000 \quad 547,000$
c) Accrued returns $\quad 386,000 \quad 443,000$
d) Payroll and bonuses * 547,000
\$3,044,000 \$2,997,000
All other liabilities were for trade payables or individually did not exceed $5 \%$ of total current liabilities.

* Under 5\%.


## NOTE 5: OTHER INCOME

Other income consists of the following for the nine month periods ended August 31, 1995 and 1994:

19951994

| Interest income | $\$ 223,112$ | $\$ 242,074$ |
| :--- | :---: | :---: |
| Royalty income | 8,349 | - |
| Dividend income | 12,154 | 12,358 |
| Miscellaneous | 20,940 | $(3,697)$ |

$$
\$ 264,555 \quad \$ 250,735
$$

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## CCA INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

## NOTE 6: SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES

Short-term investments and marketable securities consist of corporate and government bonds and equity securities. In 1994 the Company adopted the accounting principles promulgated by SFAS No. 115 Accounting for Certain Investments in Debt and Equity Securities. The Company has classified its investments as Available-for-Sale securities. Accordingly, such investments are reported at fair market value, with the resultant unrealized gains and losses reported as a separate component of shareholders' equity. Prior to 1994, the Company reported marketable securities at the lower of cost or market value; unrealized losses were charged to earnings.

The market value at August 31, 1995 was $\$ 5,085,546$ as compared to $\$ 5,309,088$
at November 30, 1994. The cost and market values of the investments at August 31, 1995 were as follows:

<TABLE>
CCA INDUSTRIES, INC. AND SUBSIDIARIES
MARKETABLE SECURITIES - OTHER INVESTMENTS

NOTE 6: SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED) <CAPTION>

\author{
COL. A \\ COL. B COL. C COL.D COL. E
}
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline & & & & Amount Each Por & at Which ortfolio & \\
\hline & & Number of & & Market Of & Of Equity Secur & \\
\hline & & Units-Princip & & Value of & Issues and Ea & \\
\hline & & Amount of & & Each Issue & Other Security & \\
\hline Name of Issuer and & d Maturity & Interest & Bonds and & nd Cost of & of at Balance & Issue Carried in \\
\hline Title of Each Issue & Date & Rate & Notes E & Each Issue & Sheet Date & Balance Sheet \\
\hline CORPORATE OBLI & LIGATIONS: & & & & & \\
\hline <S> \(<\) C \(>\) & \(<\mathrm{C}>\quad<\mathrm{C}>\) & <C> & <C> & <C> & <C> & \\
\hline AT\&T & 6/01/98 & 4.750\% & \$100,000 \$ & \$ 99,006 & \$ 96,125 & \$ 96,125 \\
\hline AT\&T & 2/15/96 & 4.500 & 100,000 1 & 100,187 & 99,407 & 99,407 \\
\hline AT\&T & 2/15/96 & 4.500 & 300,000 300 & 300,254 & 298,221 & 298,221 \\
\hline Bank America & 7/15/97 & 6.000 & 200,000 & 200,000 & 199,264 & 199,264 \\
\hline Bankers Trust & 7/01/96 & 4.700 & 100,000 & 100,209 & 98,783 & 98,783 \\
\hline Baxter International & al 10/01/95 & 5.000 & 100,000 & 0 100,028 & 8 99,940 & 99,940 \\
\hline Baxter International & al 10/01/95 & 5.000 & 100,000 & 0 100,046 & 99,940 & 99,940 \\
\hline Con Edison & 12/15/96 & 5.900 & 100,000 & 99,875 & 99,535 & 99,535 \\
\hline Dayton P \& L & 5/01/97 & 5.625 & 100,000 & 98,265 & 99,072 & 99,072 \\
\hline General Motors Acce & cceptance & & & & & \\
\hline Corp. 10 & 10/01/96 & 8.000 & 200,000 200, & 200,650 2 & 203,682 & 203,682 \\
\hline GMAC & 10/02/95 & 5.250 & 100,000 & 100,000 & 99,944 & 99,944 \\
\hline ITT Financial Corp. & p. 10/15/95 & 5.7 .375 & 200,000 & 00 200,064 & 200,284 & 200,284 \\
\hline
\end{tabular}
(UNAUDITED)
NOTE 6: SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED)
<CAPTION>

\author{
COL. A
}

COL. B
COL. C COL. D
COL. E
Amount at Which Each Portfolio
Market Of Equity Security
Value of Issues and Each
Each Issue Other Security
Name of Issuer and Maturity Interest Bonds and Cost of at Balance Issue Carried in Title of Each Issue Date Rate Notes Each Issue Sheet Date Balance Sheet

CORPORATE OBLIGATIONS: (Continued)
\begin{tabular}{lcccccccc}
\(<\mathrm{S}>\) & \(<\mathrm{C}>\) & \(<\mathrm{C}>\) & \(\langle\mathrm{C}\rangle\) & \(<\mathrm{C}\rangle\) & \(<\mathrm{C}\rangle\) & \(<\mathrm{C}\rangle\) & \\
Merrill Lynch & \(6 / 24 / 96\) & \(4.750 \%\) & \(\$ 100,000\) & \(\$ 100,143\) & \(\$ 98,739\) & \(\$ 98,739\) \\
Merrill Lynch & \(6 / 24 / 96\) & 4.750 & 100,000 & 100,143 & 98,739 & 98,739 \\
Shell Oil Corp. & \(9 / 15 / 95\) & 7.000 & 100,000 & 100,011 & 100,033 & 100,033 \\
Tennessee Valley & \(3 / 04 / 98\) & 5.125 & 100,000 & 100,000 & 97,281 & 97,281 \\
Union Electric & \(3 / 01 / 97\) & 5.500 & 50,000 & 49,245 & 49,573 & 49,573
\end{tabular}
\[
\$ 2,148,126 \quad \$ 2,138,562 \quad \$ 2,138,562
\]

\section*{CCA INDUSTRIES, INC. AND SUBSIDIARIES}

MARKETABLE SECURITIES - OTHER INVESTMENTS
(UNAUDITED)
NOTE 6: SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED) <CAPTION>

COL. B
COL. C COL. D
COL. E
Amount at Which Each Portfolio
Number of
Market Of Equity Security
Units-Principal Amount of Each Issue Other Security
Name of Issuer and Maturity Interest Bonds and Cost of at Balance Issue Carried in

Title of Each Issue Date Rate Notes Each Issue Sheet Date Balance Sheet
GOVERNMENT OBLIGATIONS:
\begin{tabular}{lclclllc}
\(\langle\) S \(>\) & \(\langle\mathrm{C}\rangle\) & \(\langle\mathrm{C}\rangle\) & \(\langle\mathrm{C}\rangle\) & \multicolumn{2}{c}{\(\langle\mathrm{C}\rangle\)} & \(\langle\mathrm{C}\rangle\) & \(<\mathrm{C}\rangle\) \\
US Treasury Note & \(10 / 31 / 98\) & \(4.750 \%\) & \(\$ 100,000\) & \(\$\) & 99,684 & \(\$\) & 96,469
\end{tabular}\() \$ 99,469\)

\section*{CCA INDUSTRIES, INC. AND SUBSIDIARIES}

MARKETABLE SECURITIES - OTHER INVESTMENTS
(UNAUDITED)

\section*{NOTE 6: SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED) <CAPTION \(>\)}

COL. B
COL. C COL. D
COL. E
\begin{tabular}{cc} 
& Amount at Which \\
Each Portfolio \\
Number of & Market Of Equity Security \\
Units-Principal & Value of Issues and Each \\
Amount of & Each Issue Other Security
\end{tabular}
Name of Issuer and Maturity Interest Bonds and Cost of at Balance Issue Carried in Title of Each Issue Date Rate Notes Each Issue Sheet Date Balance Sheet

GOVERNMENT OBLIGATIONS: (Continued)


\section*{EQUITY SECURITIES:}
\begin{tabular}{llrlll} 
& \multicolumn{6}{c}{\begin{tabular}{l} 
Number of \\
Shares
\end{tabular}} & & \\
\begin{tabular}{c} 
Preferred Stock: \\
Bank America Corp.
\end{tabular} & 8,000 & 200,000 & 203,000 & 203,000 \\
& \(-12-\) & \(\$ 5,120,727\) & \(\$ 5,085,546\) & \(\$ 5,085,546\) &
\end{tabular}
</TABLE>
CCA INDUSTRIES, INC.
MANAGEMENT DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION
(UNAUDITED)

For the nine month period ended August 31, 1995, the Company had net sales of $\$ 29,401,865$ and net (loss) of $(\$ 411,398)$ after a provision for income taxes of $(\$ 225,671)$ as compared to net sales of $\$ 36,351,761$ and net income of $\$ 2,170,712$ after a provision for income taxes of $\$ 1,451,367$ for the nine month period ending August 31, 1994.

The cost of sales percentage for the nine months increased from $36.3 \%$ in 1994 to $37 \%$ in 1995 primarily due to the higher percentage overhead costs (factored into the cost of goods) represented in the total cost of goods; as well as certain product mix fluctuations. Advertising, cooperative and promotional allowance expenditures during the quarter increased as a percentage of sales
from $28 \%$ in 1994 to $34 \%$ in 1995 due to the lower than anticipated sales volume. As part of the registrant's business it is necessary to enter into co-operative advertising agreements and other promotional activities with its accounts, especially upon the introduction of a new product. Both co-op advertising and promotions have a material effect on the Company's operations. If the advertising and promotions are successful, revenues will be increased accordingly. Should the co-op and promotions not be successful, it will have a negative impact on the Company's promotional cost per sale, and have a negative effect on income. The Company attempts to anticipate its advertising and promotional commitments as a percent of gross sales in order to attempt to control its effect on its net income. However, sales for the period were lower then expected and, therefore, the expense as a percentage of sales was higher. In accordance with APB 28 Interim Financial Reporting the Company expenses its advertising and related costs proportionately over the interim periods based on its total expected costs per its various advertising programs. Consequently a deferral is accordingly reflected in the balance sheet for the interim period. Although selling, general and administrative expenses ("SG\&A") decreased due to expenses related to the larger sales volume in the prior year, SG\&A as a percentage of sales increased to $28 \%$ from $25 \%$ due to the lower volume.

Income before taxes for the nine months decreased to $(\$ 637,069)$ from $\$ 3,622,079$. This was primarily a result of the lower sales as compared to the prior year. Selling, general and administrative expenses ("SG\&A") decreased for the nine months from $\$ 9,003,540$ to $\$ 8,110,982$ primarily due to cost related to the lower sales volume (i.e. commissions and freight-out). However, even with this decrease SG\&A still represented $28 \%$ of sales for 1995 instead of $25 \%$ for 1994 due to the large decrease in sales volume.
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## CCA INDUSTRIES, INC.

## MANAGEMENT DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

## (UNAUDITED)

For the three month period ended August 31, 1995, net sales were $\$ 9,023,458$ as compared to $\$ 11,146,324$ for August 31, 1994. Net income for the quarter before taxes decreased from $\$ 502,874$ to $(\$ 489,395)$. Gross margins of $56 \%$ for the three months ended August 31, 1995 were down from $62 \%$ in 1994. Advertising, cooperative and promotional allowance expenditures during the quarter increased from $\$ 3,325,575$ to $\$ 3,646,273$. Selling, general and administrative expenses were approximately $24 \%$ as compared with $23 \%$.

All of the Company's sales were primarily to drugstore chains, food chains and mass merchandisers throughout the United States.

The Company's financial position as at August 31, 1995 consists of current assets of $\$ 13,923,467$ and current liabilities of $\$ 6,217,546$. During the nine month period ended August 31, 1995, shareholders' equity decreased from $\$ 11,760,359$ at November 30, 1994 to $\$ 11,571,107$ at August 31, 1995. This was due primarily to the losses sustained for the nine months offset by the unrealized gain in certain securities in the Company's investment portfolio of $\$ 215,686$ in addition to the exercise of stock options.

During the nine months, the Company generated $\$ 106,703$ from operations and $\$ 774,309$ from the sale and liquidation of loans and investments but used $\$ 627,477$ to purchase additional property and equipment and marketable securities. The Company also used $\$ 216,000$ to reduce borrowings and generated $\$ 6,460$ from stock option exercises. This resulted in an increase in the Company's cash of $\$ 43,995$.

The Company believes that its current financial condition is sufficient to support its proposed operations for the near future.
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CCA INDUSTRIES, INC.
PART II OTHER INFORMATION

All information pertaining to Part II is omitted pursuant to the instructions pertaining to that part.

The Company did not file any reports on Form 8-K during the three months ended August 31, 1995.

## COMPUTATION OF EARNINGS PER SHARE

(UNAUDITED)
<CAPTION>

|  | Three Months Ended August 31, |  |  | Nine Months Ended August 31, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 51994 | 1995 | 1994 |  |
| $\begin{aligned} & \text { Item } 6 . \\ & <\mathrm{S}> \end{aligned}$ | <C> | <C> | <C> | <C> |  |
| Primary: <br> Average shares outstanding |  | 6,794,733 | 6,784,994 | 6,794,108 | 6,773,186 |
| Net effect of dilutiv options--based on treasury stock met using average mar price | stock | * $1,306,730$ | ,730 | 1,352,454 |  |
| TOTALS |  | 6,794,733 | 8,091,724 | 6,794,108 | 8,125,640 |
| Net income |  | ( 489,395) \$ | \$ 502,874 | $(\$ 411,398)$ | \$2,170,712 |
| Per share amount |  | (\$.07) | \$. 06 | (\$.06) | \$. 27 |

</TABLE>
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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.

## CCA INDUSTRIES, INC.

By: David Edell
David Edell, President

By: Ira W. Berman
Ira W. Berman, Secretary
$<$ TABLE $><$ S $><$ C $>$
<ARTICLE> 5
<MULTIPLIER> 1
$<$ S $>\quad<\mathrm{C}>$
$<$ PERIOD-TYPE $>$ 9-MOS
<FISCAL-YEAR-END>
<PERIOD-END>
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AUG-31-1995
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1,986,324
4,666,895
951,371
6,106,112
13,923,467
1,794,110
951,292
3,211,435
6,217,546
0
67,951
0
<SALES> 29,401,865
<TOTAL-REVENUES> 29,666,420
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116,104
56,003
$(637,069)$
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$(225,671)$
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<CHANGES>
0
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<EPS-PRIMARY>
$(411,398)$
.06
<EPS-DILUTED>
.06
</TABLE>

