## 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 May 31, 1998
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 07073
(Address of principal executive offices)
(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 - 6,246,151 shares as of May 31, 1998

Class A Common Stock, \$. 01 Par Value - 1,020,930 shares as of May 31, 1998

CCA INDUSTRIES, INC. AND SUBSIDIARIES

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$<$ TABLE $>$

## CONSOLIDATED BALANCE SHEETS

## A S S E T S

<CAPTION $>$


## </TABLE>

See Notes Consolidated to Financial Statements.

CCA INDUSTRIES, INC. AND SUBSIDIARIES
$<$ TABLE $>$
CONSOLIDATED BALANCE SHEETS

LIABILITIES AND SHAREHOLDERS' EQUITY

</TABLE>
See Notes to Consolidated Financial Statements.
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CCA INDUSTRIES, INC. AND SUBSIDIARIES
$<$ TABLE>
CONSOLIDATED STATEMENTS OF OPERATIONS
(UNAUDITED)

## <CAPTION $>$

Three Months Ended Six Months Ended

May 31, May 31,
$1998 \quad 1997 \quad 1998 \quad 1997$
$<\mathrm{S}>\quad<\mathrm{C}>\quad<\mathrm{C}>\quad<\mathrm{C}>\quad<\mathrm{C}>$

Revenues

Sales of Health and
Beauty Aid
Products - Net

| $\$ 10$ |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |

10,867,542 10,625,347 20,306,227 19,323,864

## Costs and Expenses

Costs of sales

$$
\begin{array}{llll}
\text { 4,127,413 } & 3,940,006 & 7,714,527 & 7,016,633
\end{array}
$$

Selling, general and
administrative expenses $3,291,583 \quad 2,895,449 \quad 6,177,049 \quad 5,659,790$
Advertising, cooperative
and promotions $\quad 1,947,555 \quad 2,341,726 \quad 4,108,340 \quad 4,511,451$
$\begin{array}{lllll}\text { Research and development } & 171,740 & 201,316 & 305,320 & 335,180\end{array}$
Provision for doubtful

| accounts | 15,703 | 31,562 | 78,940 | 66,396 |
| :--- | :---: | :---: | :---: | :---: |
| Interest expense | 967 | 2,077 | 967 | 4,906 |

> 9,554,961 9,412,136 18,385,143 17,594,356

Income before
Income Taxes $\quad 1,312,581 \quad 1,213,211 \quad 1,921,084 \quad 1,729,508$
Provision for Income
$\begin{array}{lllll}\text { Taxes } & 529,161 & 506,499 & 761,709 & 712,795\end{array}$

Net Income Including
Minority Deficiency of
Consolidated
$\begin{array}{lllll}\text { Subsidiary } & 783,420 & 706,712 & 1,159,375 & 1,016,713\end{array}$
Minority Deficiency in Net
Loss of Consolidated
Subsidiary $\quad 21,424 \quad-\quad 21,424$
Net Income
\$ 804,844 \$ 706,712 \$ 1,180,799 \$ 1,016,713

Net Income per Common
$\begin{array}{lllll}\text { Share (Note 3) } & \$ .10 & \$ .09 & \$ .15 & \$ .13\end{array}$
</TABLE>
See Notes to Consolidated Financial Statements.
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CCA INDUSTRIES, INC. AND SUBSIDIARIES

<TABLE>
CONSOLIDATED STATEMENTS OF CASH FLOWS
(UNAUDITED)
<CAPTION>
\begin{tabular}{cl} 
Six Months & \multicolumn{1}{c}{ Six Months } \\
Ended & Ended \\
May 31, & May 31, \\
1998 & 1997 \\
& \\
\(<\mathrm{C}>\) & \(<\mathrm{C}>\)
\end{tabular}

Cash Flows from Operating Activities:
Net income \(\quad \$ 1,180,799 \quad \$ 1,016,713\)
Adjustments to reconcile net income to net cash (used in) provided by operating activities:
\begin{tabular}{lll} 
Depreciation and amortization & 155,328 & 183,059
\end{tabular}

Minority deficiency in consolidated
subsidiaries \(\quad(\quad 21,424)\)
Amortization of bond premium 943 1,994
(Gain) on sale of marketable securities( 4,727 ) ( 5,693 )
Loss on sale of machinery - 6,701
(Increase) in deferred income taxes ( 77,600) ( 608)
(Increase) in accounts receivable - Net ( \(2,506,687\) ) ( \(1,089,484)\)
(Increase) in inventory \(\quad(2,116,699)(226,633)\)
\begin{tabular}{lll} 
(Increase) decrease in prepaid expenses & & \\
and miscellaneous receivables & \((231,740)\) & 119,450 \\
(Increase) in deferred advertising & \((\) & \(889,090)\) \\
Increase in accounts payable and & \(697,391)\) \\
accrued liabilities & \(1,678,715\) & \(1,642,867\) \\
Increase in taxes payable & 604,660 & 486,388 \\
(Increase) decrease in security deposits ( & \(820)\) & 375
\end{tabular}.
Net Cash (Used in) Provided by
Operating Activities (2,228,342) 1,437,738
\begin{tabular}{lcc} 
Cash Flows from Investing Activities: & & \\
Acquisition of property, plant and equipment( & \(306,762)(128,571)\) \\
Proceeds from sale of equipment & - & 40,960 \\
Proceeds of money due from officers & - & 400 \\
Purchase of marketable securities & \((1,076,706)\) & \((1,867,252)\) \\
Proceeds from sale of investments & \(1,036,404\) & \(1,830,925\) \\
Purchase of treasury stock & - & \((5,469)\)
\end{tabular}
Net Cash (Used in) Investing ( 347,064)(
Activities ( 29,007 )
Cash Flows from Financing Activities:
Proceeds from borrowings
Payment on debt \(\quad\left(\begin{array}{l}1,083,539\end{array} \quad-\right.\)

Net Cash Provided by (Used in)
Financing Activities
\[
697,380(136,250)
\]
Net (Decrease) Increase in Cash ( \(1,878,026) \quad 1,172,481\)
Cash at Beginning of Period \(\quad 3,649,774 \quad 1,422,783\)
\begin{tabular}{lll} 
Cash at End of Period & \(\$ 1,771,748\) & \(\$ 2,595,264\)
\end{tabular}
</TABLE>
See Notes to Consolidated Financial Statements.
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CCA INDUSTRIES, INC. AND SUBSIDIARIES

## <TABLE>

CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED)
(UNAUDITED)
<CAPTION>


Supplemental Schedule of Noncash Investing and Financing Activities:
The Company issued common stock in exchange for exercise of options and surrender of options and surrender of outstanding shares of stock:

| Common stock retired | $\$ 35,000$ | $\$ 30,000$ |
| :--- | :---: | :---: | :---: |
| Common stock issued | $(355,000)$ | $(30,000)$ |

See Notes to Consolidated Financial Statements.

$$
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$$

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. Operat ing results for the six month period ended May 31, 1998 are not necessar ily indicative of the results that may be expected for the year ended November 30, 1998. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on Form 10-K for the year ended November 30, 1997.

## NOTE 2 - ORGANIZATION AND DESCRIPTION OF BUSINESS

CCA Industries, Inc. ("CCA") was incorporated in the State of Delaware on March 25, 1983.

CCA manufactures and distributes health and beauty aid products.
NOTE 3 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
Principles of Consolidation:
The consolidated financial statements include the accounts of CCA and the following subsidiaries:

Subsidiary Name Ownership \%

CCA Cosmetics, Inc. 100\% Currently Inactive
CCA Labs, Inc. $\quad 100 \% \quad$ Currently Inactive
Berdell, Inc. $\quad 100 \% \quad$ Currently Inactive
Fragrance Corporation of America, Ltd. $\quad 80 \% \quad$ Acquired March 19, 1998

All significant intercompany accounts and transactions have been eliminated. The consolidated financial statements include the use of estimates, which management believes are reasonable.

Use of Estimates:
The process of preparing financial statements in conformity with generally accepted accounting principles requires the use of estimates and assumptions
regarding certain types of assets, liabilities, revenues, and expenses. Such estimates primarily relate to unsettled transactions and events as of the date of the financial statements. Accordingly, upon settlement, actual results may differ from estimated amounts.

## CCA INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NOTE 3 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Short-Term Investments and Marketable Securities:
Short-term investments and marketable securities consist of corporate and government bonds 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.

Statements of Cash Flows Disclosure:
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.

During fiscal 1998, two officers/shareholders exercised in the aggregate 70,000 options in exchange for previously issued common stock. The common shares were put into treasury and were subsequently cancelled.

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.

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. Goodwill is amortized over 60 months.

## NOTE 3 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Financial Instruments:

The carrying value of assets and liabilities considered financial instruments approximate their respective fair value.

Income Taxes:

Income tax expense includes federal and state taxes currently payable and deferred taxes arising from temporary differences between income for financial reporting and income tax purposes.

Reclassifications:

Certain amounts in the 1997 financial statements have been reclassified to conform to the 1998 presentation.

Tax Credits

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

Income Per Common Share:

Income per common share has been computed using the weighted average number of shares of common stock outstanding during the periods based on the treasury stock method using average market price.

Fully diluted earnings per share are not presented because they result in dilution of less than $3 \%$.

## NOTE 4 - INVENTORIES

The components of inventory consist of the following:

| May 31, | November 30, |
| :--- | :--- |
| 1998 | 1997 |

Raw materials
Finished goods

| $\$ 4,835,981$ | $\$ 4,017,838$ |
| :---: | :---: |
| $3,295,390$ | $1,996,834$ |

$\$ 8,131,371 \quad \$ 6,014,672$
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## CCA INDUSTRIES, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NOTE 5 - PROPERTY AND EQUIPMENT

The components of property and equipment consisted of the following:

| May 31, | November 30, |  |
| :--- | :---: | :---: |
| 1998 | 1997 |  |
|  |  |  |
| pment | $\$ 237,468$ | $\$ 236,582$ |
| ment | 364,597 | 329,526 |
| ters | $1,749,499$ | $1,584,346$ |
| ments | 108,474 | 108,474 |
|  | $2,460,038$ | $2,258,928$ |

Less: Accumulated depreciation and amortization $\quad 1,919,187 \quad 1,772,899$

Property and Equipment - Net
$1,919,187 \quad 1,772,899$
$\$ 540,851 \quad \$ 486,029$

Depreciation and amortization expense for the six months ended May 31, 1998 amounted to $\$ 146,288$ and for the year ended November 30, 1997

## NOTE 6 - INTANGIBLE ASSETS

Intangible assets consist of the following:

|  | $\begin{aligned} & \text { May 31, } \\ & 1998 \end{aligned}$ | $\begin{aligned} & \text { November 30, } \\ & 1997 \end{aligned}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill | \$ 75,652 | \$ |  | 211,596 |  |
| Patents and trademarks | 241,595 |  |  |  |  |
|  | 317,247 | 211,596 |  |  |  |
| Less: Accumulated amortization |  | 56,996 |  |  | 47,956 |
| Intangible Assets - Net | \$ 260, | 251 |  | 16 | ,640 |

Amortization expense for the six months ended May 31, 1998 amounted to $\$ 9,040$ and for the year ended November 30, 1997 amounted to \$11,845.

## -9- <br> CCA INDUSTRIES, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NOTE 7 - DEFERRED ADVERTISING

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 of $\$ 889,090$ is accordingly reflected in the balance sheet for the interim period. This deferral is the result of the Company's $\$ 5,000,000$ media budget for the year which contemplates lower spending in the 4 th quarter than in the other three quarters; as well as the Company's Co-op advertising commitments which also anticipates a lower expenditure in the 4th quarter.

The table below sets forth the calculation:

19981997
(In Millions) (In Millions)
Media advertising budget for the fiscal year $\quad \$ 5.00 \quad \$ 5.20$

Pro-rata portion for six months
Media advertising spent
Accrual (deferral)

Anticipated Co-op advertising commitments $\quad \$ 3.00 \quad \$ 3.00$

Pro-rata portion for six months
Co-op advertising spent
Accrual (deferral)
$\$ 2.50 \quad \$ 2.60$
$3.03 \quad 3.03$
(\$ .53) (\$ .43)

NOTE 8 - 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:

| May 31, | November 30, |
| :---: | :--- |
| 1998 | 1997 |
| (In 000's) | (In 000 's) |

a) Media advertising
\$1,474 \$ 401
b) Coop advertising
676375
c) Accrued returns 975 712
d) Bonuses
e) Royalty payable

* 286
* $\quad 269$
\$3,125 \$2,043


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CCA INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NOTE 8 - ACCOUNTS PAYABLE AND ACCRUED LIABILITIES (Continued)

All other liabilities were for trade payables or individually did not exceed $5 \%$ of total current liabilities.

* under 5\%


## NOTE 9 - OTHER INCOME

Other income consists of the following at May 31:

$$
1998 \quad 1997
$$

| Interest income | $\$ 173,734$ | $\$ 144,215$ |
| :--- | :---: | :---: |
| Dividend income | 1,137 | 8,741 |
| Miscellaneous | 8,655 | 1,207 |
|  | $\$ 183,526$ | $\$ 154,163$ |

## NOTE 10 - SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES

Short-term investments and marketable securities, which consist of stock and various corporate and government obligations, are stated at market value. The Company has classified its investments as Available-for-Sale securities and considers as current assets those investments which will mature or are likely to be sold in the next fiscal year. The remaining investments are considered non-current assets. The cost and market values of the invest ments at May 31, 1998 and November 30, 1997 were as follows:

```
<TABLE>
<CAPTION>
May 31, November 30,
    1998 1997
```



Non-Current:
Corporate obligations $\quad 1,366,571 \quad 1,369,344 \quad 741,893 \quad 744,921$

Government obli-

| gations | 792,653 | 790,465 | $1,135,023$ | $1,129,254$ |
| :---: | ---: | :---: | :---: | :---: |
| Total | $2,159,224$ | $2,159,809$ | $1,876,916$ | $1,874,175$ |
| Total | $\$ 3,847,512 \$ 3,852,423$ | $\$ 3,803,425$ | $\$ 3,800,688$ |  |

</TABLE>
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CCA INDUSTRIES, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The market value at May 31, 1998 was $\$ 3,852,423$ as compared to $\$ 3,800,688$ at November 30, 1997.
The cost and market values of the investments at May 31, 1998 were as follows:

## <CAPTION> <br> COL. A

COL. B COL. C COL.D COL.E
Amount at Which
Each Portfolio

| Number of | Market Of Equity Security |
| :---: | :---: |
| Units-Principal | Value of Issues and Each |
| 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
CORPORATE OBLIGATIONS:


$$
1,705,5771,711,344 \quad 1,711,344
$$

</TABLE>

CCA INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

$<$ TABLE $>$
NOTE 10 - SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED)

| <CAPTION> |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Amount at Which |  |  |  |  |  |
| Each Portfolio |  |  |  |  |  |
|  | Number of | Market Of Equity Security |  |  |  |
|  | Units-Principal | Value of Issues and Each |  |  |  |
|  | 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 N | Notes Each I | Issue Sheet | Date Bala | ance Sheet |
| <S> <C> | $<\mathrm{C}>\quad<\mathrm{C}>$ | <C> | $<\mathrm{C}><$ | <C> |  |
| GOVERNMENT OBLIGATIONS: |  |  |  |  |  |
| US Treasury Note | 10/31/98 4.750\% | 100,000 | \$ 99,684 | \$ 99,688 | \$ 99,688 |
| US Treasury Note | 10/31/98 4.750 | 200,000 | 199,992 | 199,376 | 199,376 |
| US Treasury Note | 10/15/98 7.125 | 250,000 | 250,000 | 251,720 | 251,720 |
| US Treasury Note | 7/31/98 5.250 | 250,000 | 249,834 | 250,080 | 250,080 |
| US Treasury Note | 2/28/99 5.875 | 250,000 | 249,953 | 250,625 | 250,625 |
| US Treasury Note | 11/15/99 5.875 | 250,000 | 249,141 | 251,095 | 251,095 |
| US Treasury Zero Coupon | 8/15/99 5.920 | 0 148,000 | 0 136,038 | 38 138,601 | 138,601 |
| US Treasury Note | 2/15/99 5.000 | 100,000 | 99,869 | 99,625 | 99,625 |

</TABLE>

## CCA INDUSTRIES, INC. AND SUBSIDIARIES

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

<TABLE>
NOTE 10 - SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED)
<CAPTION \(>\)
COL. A
\begin{tabular}{cc} 
& 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)
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline <S> \(<\) C> & <C> & <C> & \(<\mathrm{C}>\quad<\) & \multicolumn{3}{|l|}{<C> <C>} \\
\hline Federal Nat. Mtg. No & 7/30/99 & 5.860\% & 100,000 & \$ 99,883 \$ & \$ 100,142 & \$ 100,142 \\
\hline FHLMC 1628-N & 12/15/2023 & 36.500 & 50,000 & 48,024 & 47,325 & 47,325 \\
\hline EE Bonds & 7.180 & 90,000 & 101,754 & 4 101,754 & 101,75 & \\
\hline FNMA 93-G-26-B & 8/25/2022 & 27.000 & 10,000 & 6,134 & 5,041 & 5,041 \\
\hline FNMA 93-224-D & 11/25/2023 & 36.500 & 104,000 & 101,873 & 97,676 & 97,676 \\
\hline FNMA 92-2-N & 1/25/2024 & 6.500 & 52,000 & 47,424 46, & 46,895 & 46,895 \\
\hline FHLMC 1702-U & 3/24/2024 & 7.000 & 4,000 & 2,382 & 1,936 & 1,936 \\
\hline FNMA & 11/10/98 5.05 & 200, & ,000 199 & 9,950 199, & ,500 & 1,950 \\
\hline
\end{tabular}
\[
\begin{array}{llll}
2,141,935 & 2,141,079 & 2,141,079
\end{array}
\]
\[
\$ 3,847,512 \quad \$ 3,852,423 \quad \$ 3,852,423
\]
</TABLE>
$$
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$$

CCA INDUSTRIES, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

## (UNAUDITED)

For the six month period ended May 31, 1998, the Company had net sales of $\$ 20,122,701$ and net income of $\$ 1,180,799$ after a provision for income taxes of $\$ 745,992$ (net of consolidated subsidiary's deficiency of $\$ 14,283$ ), as compared to net sales of $\$ 19,169,701$ and net income of $\$ 1,016,713$ after a provision for income taxes of $\$ 712,795$ for the six month period ended May 31, 1997. Gross margins of $62 \%$ for the six months were down from the $63 \%$ of the prior year. Advertising, cooperative and promotional allowance expenditures decreased during the six month period from $\$ 4,511,451$ to $\$ 4,108,340$. Advertising expenditures were $20 \%$ of sales for the six months ended May 31, 1998 as compared with $23.5 \%$ for the period ended May 31, 1997. 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. 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 of $\$ 889,000$ is accordingly reflected in the balance sheet for the interim period, as compared to $\$ 697,000$ at May 31, 1997. This deferral is the result of the Company's $\$ 5$ million media budget for the year which contemplates lower spending in the 4th quarter than in the other three quarters; as well as the Company's co-op advertising commitments which also anticipates lower expenditures in the 3rd and 4th quarters. Specifically, the Company spent approximately $\$ 3.03$ million in the first six months on media advertising and, therefore, expensed $\$ 2.5$ million and deferred $\$ .53$ million as of May 31, 1998. Similarly, as of May 31, 1998 the Company's co-op advertising commitments for the year ended November 30, 1997 totaled approximately $\$ 3$ million of which approximately $\$ 1.86$ million was spent in the first six months resulting in an expense of $\$ 1.5$ million and a deferral of approximately $\$ .36$ million as of May 31, 1998.

Comparatively as of May 31, 1997, the Company had anticipated media advertising expense in fiscal year 1997 of $\$ 5.2$ million and spent approximately $\$ 3.03$ million in the first six months resulting in a deferral of approximately $\$ .43$ million ( $\$ 3.03 \mathrm{MM}-\$ 2.6 \mathrm{MM}$ ). The anticipated Co-op commitments as of May 31, 1997 were $\$ 3$ million for the year of which $\$ 1.77$ million were spent for the six months resulting in a $\$ .27$ million deferral ( $\$ 1.77 \mathrm{MM}-\$ 1.5 \mathrm{MM}$ ).

Selling, general and administrative expenses ("SG\&A") increased compared to the prior year. The increase to $30.5 \%$ from $29.5 \%$ was due mostly to salary increases and the "SG\&A" expense incurred by the Company's newly formed subsidiary relative to its initial two months' disproportionate sales volume.
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## CCA INDUSTRIES, INC.

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

## (UNAUDITED)

For the three month period ended May 31, 1998, net sales were $\$ 10,770,270$ as compared to $\$ 10,552,412$ for May 31, 1997. Income for the quarter before taxes increased to $\$ 804,844$ from $\$ 706,712$. Gross margins of $62 \%$ for the three months ended May 31, 1998 were down from $63 \%$ in 1997. Advertising, cooperative and promotional allowance expense during the quarter decreased to $\$ 1,947,555$ from $\$ 2,341,726$. Advertising expenses were $18 \%$ of sales for the quarter in 1998 as compared to $22 \%$ in 1997. Selling, general and administrative expenses were approximately $30.5 \%$ in the current quarter as compared to $27.5 \%$ in 1997.

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 May 31, 1998 consists of current assets of $\$ 19,866,513$ and current liabilities of $\$ 8,120,525$. During the six month period ended May 31, 1998, shareholders' equity increased from \$13,727,991 at November 30, 1997 to $\$ 14,895,213$ at May 31, 1998. This was due primarily to the net income generated for the period.

During the six months, the Company used $\$ 2.23$ million in operations, generated $\$ 697,000$ from new borrowings, and used approximately $\$ 347,000$ to purchase fixed assets and additional marketable securities. These factors resulted in a net decrease in the Company's cash of about $\$ 1,880,000$.

The Company believes that its current financial condition is sufficient to support its proposed operations for the near future.

## PART II OTHER INFORMATION

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

The Form 8K filed on April 16, 1998 is incorporated by reference.
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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, President

By:
Ira W. Berman, Secretary
$<$ TABLE $><$ S $><$ C $>$
<ARTICLE> 5
<MULTIPLIER> 1

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