## 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, 1999
Commission File Number 2-85538

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

| Delaware | $04-2795439$ |
| :--- | :---: |
| (State or other jurisdiction of | (I.R.S. Employer |
| Incorporation or organization) | Identification Number) |
| 200 Murray Hill Parkway |  |
| East Rutherford, NJ <br> (Address of principal executive offices) | 07073 |

(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, 1999
Class A Common Stock, \$. 01 Par Value - 1,020,930 shares as of May 31, 1999

CCA INDUSTRIES, INC. AND SUBSIDIARIES

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## PART I FINANCIAL INFORMATION:

Consolidated Balance Sheets as of
May 31, 1999 and November 30, 1998

| Consolidated Statements of Operations for the three months and six months ended May 31, 1999 and 1998 |
| :---: |
| Consolidated Statements of Comprehensive Income for the three months and six months ended May 31, 1999 and 1998. |
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| CCA INDUSTRIES, INC. AND SUBSIDIARIES $<$ TABLE $>$ <br> CONSOLIDATED BALANCE SHEETS |
| ASSETS |
| <CAPTION> $\begin{array}{ll} \text { May 31, } & \text { November 30, } \\ 1999 & 1998 \end{array}$ |
| <S> $<$ C $\gg \mathrm{C}>$ |
| Current Assets |
| Cash and cash equivalents \$ 102,076 \$ 542,289 |
| Short-term investments and marketable securities $\quad 1,937,852 \quad 1,633,452$ |
| Accounts receivable, net of allowances of $\$ 1,120,036$ and $\$ 1,318,185$, respectively $\quad 9,819,852 \quad 7,878,000$ |
| Inventories 8,054,564 9,059,456 |
| Prepaid expenses and sundry receivables $412,754 \quad 317,318$ |
| Deferred income taxes 997,087 974,922 |
| Prepaid income taxes and refunds due 448,443 72,513 |
| Deferred advertising 1,265,960 |
| Total Current Assets 23,038,588 $\quad 20,477,950$ |

Property and Equipment, net of accumulated
depreciation and amortization 816,976 866,663

Intangible Assets, net of accumulated
amortization of \$108,919 at May 31, 1999
and \$71,373 at November 30, 1998 662,416 245,875
Other Assets

| Marketable securities | $1,401,393$ | $2,172,253$ |
| :--- | :---: | :---: |
| Due from officers - Non-current | 64,818 |  |
| Deferred income taxes | 51,102 | 65,250 |
| Other | 55,289 | 54,889 |
| Total Other Assets | $1,572,602$ | $2,419,648$ |
| Total Assets | $\$ 26,090,582$ | $\$ 24,010,136$ |

</TABLE>
See Notes Consolidated to Financial Statements.

## LIABILITIES AND SHAREHOLDERS' EQUITY



Less: Treasury Stock (95,996 and 89,519
shares at May 31, 1999 and November
30,1998 , respectively) $\quad 165,166 \quad 155,609$
Total Shareholders' Equity $\quad 15,894,674 \quad 15,591,651$

Total Liabilities and Shareholders' Equity \$26,090,582 \$24,010,136 </TABLE>
See Notes to Consolidated Financial Statements.

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CCA INDUSTRIES, INC. AND SUBSIDIARIES
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$<$ TABLE $>$

## CONSOLIDATED STATEMENTS OF OPERATIONS

## (UNAUDITED)

<CAPTION $>$
Three Months Ended Six Months Ended
May 31, May 31,
1999199819991998
$<$ S $>\quad<\mathrm{C}>\quad<\mathrm{C}>\quad<\mathrm{C}>\quad<\mathrm{C}>$

Revenues
Sales of Health and
Beauty Aid
Products - Net $\quad \$ 11,320,784 \$ 10,770,270 \$ 21,066,544 \$ 20,122,701$
Other income


| Minority Deficiency in Net |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Loss of Consolidated |  |  |  |  |  |
| Subsidiary | 75,483 | 21,424 6 |  | 64,883 | 1,424 |
| Net Income | \$ 256,615 | 5 \$ 804,844 |  | \$ 317,676 | \$1,180,799 |
| Earnings per Share |  |  |  |  |  |
| Basic | \$. 04 | \$. 11 | \$. 04 | \$.16 |  |
| Diluted | \$. 03 | \$.10 | \$. 04 | 4 \$.15 |  |
| </TABLE> |  |  |  |  |  |

See Notes to Consolidated Financial Statements.

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CCA INDUSTRIES, INC. AND SUBSIDIARIES

## <TABLE>

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(UNAUDITED)
<CAPTION $>$
Three Months Ended Six Months Ended
May 31, May 31,
1999199819991998
$<$ S $>$
$<\mathrm{C}>\quad<\mathrm{C}>\quad<\mathrm{C}>\quad<\mathrm{C}>$

Net Income

$$
\$ 256,615 \quad \$ 804,844 \quad \$ 317,676 \$ 1,180,799
$$

| Other Comprehensive Income Unrealized holding gains (loss) on investments | 6,461 | 1,465 ( 7,119) | 7,648 |
| :---: | :---: | :---: | :---: |
| Provision (Benefit) for Taxes | 2,650 | 500 ( 2,850) | 3,000 |
| Other Comprehensive Income (Loss) - Net | 3,811 | 965 ( 4,269) | 4,648 |
| Comprehensive Income | \$260,426 | 6 \$805,809 \$313 | 3,407 \$1,185,447 |


| Earnings Per Share: |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Basic | $\$ .04$ | $\$ .11$ | $\$ .04$ | $\$ .16$ |
| Diluted | $\$ .03$ | $\$ .10$ | $\$ .04$ | $\$ .15$ |

</TABLE>

See Notes to Consolidated Financial Statements.

## CCA INDUSTRIES, INC. AND SUBSIDIARIES

<TABLE>
CONSOLIDATED STATEMENTS OF CASH FLOWS


Net Cash (Used in) Operating Activities ( 682,072) ( 2,228,342)
Cash Flows from Investing Activities:
Acquisition of property, plant and equipment( 86,562\()(306,762)\)
Acquisition of intangible assets (454,087)
Proceeds of money due from officers 432 -
Purchase of marketable securities \(\quad(122,150)(1,076,706)\)
Proceeds from sale and maturity of
investments
563,783 1,036,404
Purchase of treasury stock

Net Cash (Used in) Investing Activities
\((108,141)(347,064)\)
Cash Flows from Financing Activities:
Proceeds from borrowings

Net Cash Provided by Financing Activities 350,000 697,380
\begin{tabular}{lrr} 
Net (Decrease) in Cash & \((440,213)\) & \((1,878,026)\) \\
Cash at Beginning of Period & 542,289 & \(3,649,774\) \\
Cash at End of Period & \(\$ 102,076\) & \(\$ 1,771,748\) \\
\(</\) TABLE \(>\)
\end{tabular}

See Notes to Consolidated Financial Statements.
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\section*{CCA INDUSTRIES, INC. AND SUBSIDIARIES}
\(<\) TABLE \(>\)
CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED)
(UNAUDITED)
\(<\) CAPTION \(>\)
\begin{tabular}{lcl} 
& Six Months & Six Months \\
Ended & Ended \\
May 31, & May 31, \\
1999 & 1998 \\
\(<\mathrm{C}>\) & \(<\mathrm{C}>\) \\
\(<\mathrm{S}>\) & \\
Supplemental Disclosures of Cash Flow & \\
Information: \\
Cash paid during the period for: \\
Interest & \(\$ 76,573\) & \(\$\) \\
Income taxes & \(1,018,068\) & 967 \\
& & 150,000
\end{tabular}

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
Common stock issued \$ - \$ -
</TABLE \(>\)

See Notes to Consolidated Financial Statements

\section*{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 six month period ended May 31, 1999 are not necessarily indicative of the results that may be expected for the year ended November 30, 1999. 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, 1998.

\section*{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.
CCA has several wholly-owned subsidiaries (CCA Cosmetics, Inc., CCA Labs, Inc., Berdell, Inc., Nutra Care Corporation, and CCA Online Industries, Inc.), all of which are currently inactive.

In March of 1998 CCA acquired \(80 \%\) of the newly organized Fragrance Corporation of America, Ltd. which manufactures and distributes perfume products.

\section*{NOTE 3 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES}

Principles of Consolidation:
The consolidated financial statements include the accounts of CCA and its wholly-owned subsidiaries (collectively the "Company"). All significant intercompany accounts and transactions have been eliminated.

Use of Estimates:
The consolidated financial statements include the use of estimates, which management believes are reasonable. 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.

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.

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CCA INDUSTRIES, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
NOTE 3 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)
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 16,470 shares 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:
\begin{tabular}{lc} 
Machinery and equipment & \(7-10\) Years \\
Furniture and fixtures & \(5-7\) Years \\
Tools, dies and masters & \(2-7\) Years \\
Transportation equipment & 7 Years \\
Leasehold improvements & \(7-10\) Years or life \\
\multicolumn{2}{c}{ of lease, whichever is } \\
shorter
\end{tabular}

Intangible Assets:
Intangible assets are stated at cost. Intangible assets represents the excess of cost over the fair value of the net assets acquired and is amortized over 60 months. Patents and trademarks are amortized on the straight-line method over a period of 17 years.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

\section*{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.

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 Common Share:

The Company adopted Statement of Financial Accounting Standards ("SFAS") No. 128, "Earnings Per Share" in 1998. Basic earnings per share is calculated using the average number of shares of common stock outstanding during the year. Diluted earnings per share is computed on the
basis of the average number of common shares outstanding plus the effect of outstanding stock options using the "treasury stock method" and convertible debentures using the "if-converted" method. Common stock equivalents consist of stock options.

Revenue Recognition:
The Company recognizes sales at the time delivery occurs. Although no legal right of return exists between the customer and the Company, it is an industry-wide practice to accept returns from customers. The Company, therefore, records a reserve for returns equal to its gross profit on its historical percentage of returns on its last five months sales.

\section*{NOTE 4 - INVENTORIES}

The components of inventory consist of the following:
\begin{tabular}{ll} 
May 31, & November 30, \\
1999 & 1998
\end{tabular}

Raw materials
\begin{tabular}{rc}
\(\$ 4,586,203\) & \(\$ 5,828,257\) \\
\(3,468,361\) & \(3,231,199\) \\
\(\$ 8,054,564\) & \(\$ 9,059,456\)
\end{tabular}

At May 31, 1999 and November 30, 1998, the Company had a reserve for obsolescence of \(\$ 834,131\) and \(\$ 836,805\), respectively.

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

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

\section*{NOTE 5 - PROPERTY AND EQUIPMENT}

The components of property and equipment consisted of the following:
\begin{tabular}{cc} 
May 31, & November 30, \\
1999 & 1998
\end{tabular}
\begin{tabular}{lcc} 
Machinery and equipment & \(\$ 299,528\) & \(\$ 297,615\) \\
Furniture and equipment & 742,547 & 721,296 \\
Transportation equipment & 10,918 & 10,918 \\
Tools, dies, and masters & \(1,882,372\) & \(1,819,974\) \\
Leasehold improvements & \multicolumn{3}{c}{109,474} & 108,474 \\
& \(3,044,839\) & \(2,958,277\) \\
\end{tabular}

Less: Accumulated depreciation and amortization

Property and Equipment - Net
\$ 816,976 \$ 866,663
Depreciation expense for the six months ended May 31, 1999 amounted to \(\$ 136,249\) and for the year ended November 30, 1998 amounted to \$318,715.

\section*{NOTE 6 - INTANGIBLE ASSETS}

Intangible assets consist of the following:
\begin{tabular}{cc} 
May 31, & November 30, \\
1999 & 1998
\end{tabular}
\begin{tabular}{lrlr} 
Intangibles & \(\$ 529,739\) & \(\$ 75,652\) \\
Patents and trademarks & \multicolumn{2}{c}{241,596} & 241,596 \\
& 771,335 & 317,248 & \\
Less: Accumulated amortization & 108,919 & 71,373 \\
Intangible Assets - Net & \(\$ 662,416\) & \(\$ 245,875\)
\end{tabular}

Amortization expense for the six months ended May 31, 1999 amounted
to \(\$ 37,546\) and for the year ended November 30, 1998 amounted to \$23,417.

In March 1998, the Company acquired, through its newly formed \(80 \%\) owned subsidiary, Fragrance Corporation of America, Ltd. (FCA), certain intangibles (consisting of trademarks, licenses, customer lists, know-how, etc.) from Shiara, Inc. as well as certain inventory. The costs incurred to date \((\$ 529,739)\) with regard to the acquisition, in excess of the fair market of the inventory obtained, has been recorded as intangible assets on FCA's books and is being amortized over 60 months.
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CCA INDUSTRIES, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

\section*{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 \(\$ 1,265,960\) is accordingly reflected in the balance sheet for the interim period. This deferral is the result of the Company's \(\$ 6,000,000\) 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 a lower expenditure in the 4 th quarter.

The table below sets forth the calculation:


\section*{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:
\begin{tabular}{ll} 
May 31, & November 30, \\
1999 & 1998 \\
(In 000's) & (In 000 's)
\end{tabular}
\begin{tabular}{lcc} 
a) Media advertising & \(\$ 1,333\) & \(\$ 820\) \\
b) Coop advertising & 755 & 494 \\
c) Accrued returns & 1,439 & 1,107
\end{tabular}
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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.

NOTE 9 - OTHER INCOME
Other income consists of the following at May 31:
19991998
\begin{tabular}{lcc} 
Interest income & \(\$ 84,424\) & \(\$ 173,734\) \\
Dividend income & 19,742 & 1,137 \\
Miscellaneous & \((20,559)\) & 8,655
\end{tabular}
\[
\$ 83,607 \quad \$ 183,526
\]

\section*{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 investments at May 31, 1999 and November 30, 1998 were as follows:
\begin{tabular}{|c|c|c|c|c|c|}
\hline & \[
\begin{aligned}
& \text { May 31, } \\
& 1999
\end{aligned}
\] & \multicolumn{4}{|l|}{\[
\begin{aligned}
& \text { November 30, } \\
& 1998
\end{aligned}
\]} \\
\hline Current: & COST & MARKET & COST & MA & KET \\
\hline Corporate obligations & \multicolumn{3}{|l|}{\$1,430,820 \$1,440,134\$780} & \multicolumn{2}{|l|}{80,776\$ 786,233} \\
\hline \multirow[t]{2}{*}{Government obligations (including mortgage backed securities)} & & & & & \\
\hline & 495,508 & 8 497,718 & 841,067 & 847 & 219 \\
\hline Total 1, & \multicolumn{5}{|l|}{,926,328 1,937,852 1,621,843 1,633,452} \\
\hline
\end{tabular}

Non-Current:
Corporate obligations \(\quad 285,000 \quad 285,0001,030,0441,038,450\)
Government obligations
Preferred stock
Other equity
investments
\(179,817 \quad 177,725 \quad 298,600 \quad 298,931\)
\(512,561 \quad 500,485 \quad 512,561 \quad 511,500\)
\(461,000 \quad 438,183 \quad 361,000 \quad 323,372\)
Total \(\quad 1,438,378 \quad 1,401,3932,202,2052,172,253\)

Total
\(\$ 3,364,706 \$ 3,339,245 \$ 3,824,048 \$ 3,805,705\)
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CCA INDUSTRIES, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

\section*{<TABLE>}

\section*{NOTE 10 - SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED)}

The market value at May 31, 1999 was \(\$ 3,339,245\) as compared to \(\$ 3,805,705\) at November 30, 1998. The cost and market values of the investments at May 31, 1999 were as follows:

\section*{<CAPTION>}

COL. A
COL. B COL. C COL.D COL.E
Amount at Which
Each Portfolio
Number of Market Of Equity Security
\begin{tabular}{lcccc} 
& Units-Principal & Value of Issues and Each \\
Amount of & Each Issue Other Security
\end{tabular}

</TABLE>

## -13- <br> CCA INDUSTRIES, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
$<$ TABLE>

NOTE 10 - SHORT-TERM INVESTMENTS AND MARKETABLE SECURITIES (CONTINUED)

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

| COL. A | COL. B COL. C COL.D | 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 $<\mathrm{S}>\quad<\mathrm{C}>\quad<\mathrm{C}>\quad<\mathrm{C}>\quad<\mathrm{C}>\quad<\mathrm{C}>\quad<\mathrm{C}>$ EQUITY:

Preferred Stock:

Tennessee Valley Authority
(QIDS) Qtrly Income Debt
$\begin{array}{lllllllll}\text { Secs - Matures } & 3 / 31 / 2045 & 3 / 31 / 00 & 8.00 \% & 13,600 & \$ 362,561 & \$ 349,357 & \$ 349,567\end{array}$

Merrill Lynch Trust $\quad 9 / 30 / 08 \quad 7.28 \% \quad 6,000 \quad 150,000 \quad 151,128 \quad 151,128$

Other Equity Investments:
$\begin{array}{llll}\text { First Australia Prime } & 100,000 & 100,000 & 100,000\end{array}$
Dreyfus Premier Limited
Term High Income CL B $\quad 121,000 \quad 115,282 \quad 115,282$
Dreyfus High Yield
Strategies Fund

$$
240,000 \quad 222,901 \quad 222,901
$$

$$
\$ 3,364,706 \$ 3,339,245 \quad \$ 3,339,245
$$

## -15- <br> CCA INDUSTRIES, INC.

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

## (UNAUDITED)

For the six month period ended May 31, 1999, the Company had revenues of $\$ 21,150,151$ and net income of $\$ 317,676$ (net of consolidated subsidiary's deficiency in net loss of $\$ 64,883$ ) after a provision for income taxes of $\$ 98,406$, as compared to revenues of $\$ 20,306,227$ and net income of $\$ 1,180,799$ after a provision for income taxes of $\$ 761,709$ for the six month period ended May 31, 1998.

Net sales for the six months ended May 31, $1999(\$ 21,066,544)$ were up approximately $\$ 944,000$ from the 1998 sales for six months $(\$ 20,122,701)$ primarily due to the sales of the Company's new subsidiary, Fragrance Corporation of America, Inc. (FCA), whose sales consist of newly licensed perfumes. FCA's net sales for the six months were $\$ 1.3$ million. Although consolidated sales returns continue to run approximately $7 \%$ to $8 \%$ of consolidated gross sales, CCA's returns were only $\$ 1,015,000$ on gross sales of approximately $\$ 21,822,000$ (approximately $5 \%$ ) while FCA's returns were $\$ 416,000$ on gross sales of approximately $\$ 1,807,000$ (approximately $23 \%$ ). The large percentage of returns on FCA was due primarily to the large return of Christmas merchandise coupled with some returns of product of Shiara Inc. (the Company which licensed its perfume to FCA). Other income ( $\$ 84,000$ vs. $\$ 184,000$ ) was less due to the decrease in the Company's interest income due to their use of cash in the formation of FCA. Gross margins of $60 \%$ for the six months were down from approximately $61.5 \%$ the prior year. This was primarily due to the lower gross profit margins on FCA's sales. Gross margins are expected to improve in the future.
expenditures were $23.75 \%$ of sales for the six months ended May 31, 1999 as compared with $20.5 \%$ for the period ended May 31, 1998. 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 coop and promotions not be successful, it will have a negative impact on the ompany'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 Consequently, a deferral of $\$ 1,266,000$ is accordingly reflected in the balance sheet for the interim period, as compared to $\$ 889,000$ at May 31,1998 . This deferral is the result of the Company's $\$ 6$ 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 4th quarter. Specifically, the Company spent approximately $\$ 3.32$ million in the six months on media advertising and, therefore, expensed $\$ 3$ million and deferred $\$ .32$ million as of May 31,1999. Similarly, as of May 31, 1999, the Company's co-op advertising commitments for the year ended November 30, 1999 are anticipated to be approximately $\$ 3.5$ million of which approximately $\$ 2.7$ million was spent in the first six months resulting in an expense of $\$ 1.75$ million and a deferral of approximately $\$ .95$ million as of May 31, 1999.

Comparatively as of May 31, 1998, the Company had anticipated media advertising expense in fiscal year 1998 of $\$ 5$ million and spent approximately $\$ 3.03$ million in the first six months resulting in a deferral of approximately $\$ .53$ million. The anticipated Co-op commitments as of May 31, 1998 were $\$ 3$ million for the year of which $\$ 1.86$ million were spent for the six months resulting in a $\$ .36$ million deferral.

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CCA INDUSTRIES, INC.

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

## (UNAUDITED)

Selling, general and administrative expenses ("SG\&A") increased compared to the prior year. The increase to $\$ 6,859,000$ from $\$ 6,177,000$ was due mostly to the "SG\&A" expenses $(\$ 564,000)$ incurred by the Company's newly formed subsidiary.

For the three month period ended May 31, 1999, net sales were $\$ 11,320,784$ as compared to $\$ 10,770,270$ for May 31, 1998. Income for the quarter before taxes decreased to $\$ 256,615$ from $\$ 804,844$. Gross margins of $60.5 \%$ for the three months ended May 31, 1999 were down from $61.7 \%$ in 1998. Advertising, cooperative and promotional allowance expense during the quarter increased to $\$ 2,935,000$ from $\$ 1,947,000$. Advertising expenses were $26 \%$ of sales for the quarter in 1999 as compared to $18 \%$ in 1998. Selling, general and administrative expenses were approximately $31 \%$ in the current quarter as compared to $30.5 \%$ in 1998. During the three month period ended May 31, 1999, the Company donated a substantial amount of inventory to charity which resulted in a relatively large tax deduction and decreased its provision for taxes by approximately $\$ 51,000$.

Research and development expenses for the three and six months were less due to the economies of utilizing the services of more in-house staff rather than outside consultants.

Bad debt expense for the periods increased due to the necessary reserves on the increasing accounts receivable. Actual write-offs were approximately $\$ 32,000$ in 1999 as compared to none in 1998. The Company's interest expense increased to $\$ 79,000$ from $\$ 1,000$ due to the borrowing caused by the use of cash to start up the FCA business.

The Company's sales were primarily to drugstore chains, food chains and mass merchandisers.

The Company's financial position as at May 31, 1999 consists of current assets of $\$ 23,038,588$ and current liabilities of $\$ 10,255,010$. The Company's cash position decreased due to the significant increase in its accounts receivable partially due to the sales of its new subsidiary and mostly due to a general slow down in payments by the major retailers. The Company's accounts payable also increased due to FCA's new business and the Company's extension of its own payment terms. During the six month period ended May 31, 1999, shareholders' equity increased from $\$ 15,591,651$ at November 30, 1998 to $\$ 15,894,674$ at May 31, 1999. This was due primarily to the net income generated for the period.

During the six months, the Company used $\$ 682,000$ in operations, $\$ 454,000$ to pay for costs incurred relating to the acquisition of Shiara Inc's assets in excess of their fair market value and $\$ 86,000$ to purchase new fixed assets; and generated, $\$ 350,000$ from new borrowings and approximately $\$ 430,000$ from the net liquidations of securities. These factors resulted in a net decrease in the Company's cash of about $\$ 440,000$.
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CCA INDUSTRIES, INC.

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

## (UNAUDITED)

The year 2000 issue is the result of computer programs being written using two digits rather than four to define the applicable year. Any of the Company's computer programs that have time-sensitive software may recognize a date using " 00 " as the year 1900 rather than the year 2000. This could result in a system failure or miscalculations causing disruptions of operations, including, among other things, a temporary inability to process transactions, send invoices, or engage in similar normal business activities.

Based on a 1998 assessment, the Company determined that it had to substantially modify or replace portions of its software so that its computer systems will function properly with respect to dates in the year 2000 and thereafter. The Company presently believes that with these modifications to existing software and conversions to new software, the Year 2000 Issue will not pose significant operational problems for its computer systems. However, if such modifications and conversions are not made, or are not completed timely, the Year 2000 Issue could have a material impact on the operations of the Company.

The Company has initiated formal communications with all of its significant service providers and suppliers, including its clearing broker, to determine the extent to which the Company's interface systems are vulnerable to those third parties' failure to remediate their own Year 2000 issues. The Company's estimate to complete includes the estimated time associated with the impact of third party's Year 2000 Issues based on presently available information. However, there can be no guarantee that the systems of other companies on which the Company's systems rely will be timely converted and would not have an adverse effect on the Company's systems.

The Company does not believe that the Year 2000 issue will have a material effect on any of the embedded technology in its manufacturing, warehousing or distribution equipment.

The Company will utilize both internal and external resources to reprogram, or replace, and test the software for Year 2000 modifications.

The Company believes it will complete the Year 2000 modifications in a timely fashion based on management's best estimate, which was derived utilizing numerous assumptions of future events, including the continued availability of certain resources, third party modification plans and other factors. However, there can be no guarantee that this estimate will be achieved and actual results could differ materially from those anticipated. Specific factors that might cause such material differences include, but are not limited to, the availability and cost of personnel trained in this area, the ability to locate and correct all relevant computer codes, and similar uncertainties.

The cost of addressing the Company's Year 2000 issues is expected to be approximately $\$ 400,000$ to $\$ 500,000$. However, some of these costs should be offset by a grant received from the State of New Jersey to help pay for the
retraining of the Company's staff. The net cost should not have a material adverse effect on the Company's cash flow or financial position. It could possibly, however adversely effect the Company's earnings in the year the majority of costs are incurred. The Company is executing its Year 2000 plan through its own employees as well as various computer consultants and vendors. The Year 2000 testing and reprogramming is being done in conjunction with other ongoing maintenance and reprogramming efforts.

The Company has a contingency plan in place in the event their Year 2000 issue is not resolved timely.

PART II, ITEM 6. (Continued)

## EXHIBIT 11

CCA INDUSTRIES, INC. AND SUBSIDIARIES
COMPUTATION OF EARNINGS PER SHARE
(UNAUDITED)

| Three Months Ended Six Months Ended |
| :--- |
| May 31, |

May 31,
1999
1998 19991998

Item 6.

Weighted average shares
outstanding - Basic 7,171,085 7,259,5817,171,157 7,242,323
Net effect of dilutive stock
options--based on the
treasury stock method
using average market
price $\quad 815,352 \quad 930,907 \quad 643,326 \quad 826,929$
$\begin{aligned} & \text { Weighted average shares } \\ & \text { outstanding-Diluted }\end{aligned} \quad 7,986,437 \quad 8,190,4887,814,483 \quad 8,069,252$

Net income
\$ 256,615 \$ 804,844\$ 317,676 \$1,180,799

Per share amount

| Basic | $\$ .04$ | $\$ .11$ | $\$ .04$ | $\$ .16$ |
| :--- | :--- | :--- | :--- | :--- |

$\begin{array}{lllll}\text { Diluted } & \$ .03 & \$ .10 & \$ .04 & \$ .15\end{array}$
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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 six months ended May 31, 1999.

## 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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