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FORM 10-Q
/ X / QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the quarterly period ended June 30, 1994

OR
/ / TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
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Commission file number 0-7154
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QUAKER CHEMICAL CORPORATION


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    QUAKER CHEMICAL CORPORATION AND CONSOLIDATED SUBSIDIARIES
CONDENSED FINANCIAL INFORMATION
    The following condensed financial statements are filed as part
of this quarterly report on Form 10-Q:
    Consolidated balance sheet at June 30, 1994 and
        December 31, 1993
    Consolidated statement of income for the six months
        ended June 30, 1994 and 1993
    Consolidated statement of income for the three months
        ended June 30, 1994 and 1993
    Consolidated statement of cash flows for the six months
        ended June 30, 1994 and 1993
        NOTE TO CONDENSED FINANCIAL INFORMATION
        The attached condensed financial information has been prepared
        in accordance with instructions for Form 10-Q and, therefore, does
        not include all financial note information which might be necessary
        for a fair presentation in accordance with generally accepted
        accounting principles. Such condensed financial information is
        unaudited, but in the opinion of management, includes all adjust-
        ments, consisting only of normal recurring adjustments and
        accruals, necessary for a fair presentation of results for the
        periods indicated. The net income reported for the periods should
        not necessarily be regarded as indicative of net income on an
        annualized basis; however, significant variations from the results
        for the same period of the previous year, if any, have been
        disclosed in the accompanying management's discussion and analysis.
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            QUAKER CHEMICAL CORPORATION
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            CONSOLIDATED BALANCE SHEET
                                    (DOLLARS IN THOUSANDS)
                                    ------------------------
            JUNE 30, DEC 31,
            19941993
            ---- ----
            (UNAUDITED)
    ASSETS

- ------

| CURRENT ASSETS |  |  |
| :---: | :---: | :---: |
| CASH AND CASH EQUIVALENTS | \$ 10,664 | \$ 19,293 |
| SHORT-TERM INVESTMENTS |  | 1,000 |
| ACCOUNTS RECEIVABLE | 43,460 | 37,108 |
| INVENTORIES |  |  |
| WORK IN PROCESS AND FINISHED GOODS | 9,626 | 9,278 |
| RAW MATERIALS AND SUPPLIES | 9,642 | 8,269 |
| DEFERRED TAXES | 2,648 | 2,857 |
| OTHER CURRENT ASSETS | 6,716 | 6,582 |
| TOTAL CURRENT ASSETS | 82,756 | 84,387 |
| INVESTMENTS IN ASSOCIATED COMPANIES, |  |  |
| AT EQUITY | 9,677 | 6,224 |
| PROPERTY, PLANT AND EQUIPMENT |  |  |
| LAND | 6,705 | 6,440 |
| BUILDINGS AND IMPROVEMENTS | 37,103 | 35,590 |
| MACHINERY AND EQUIPMENT | 66,180 | 63,066 |
| CONSTRUCTION IN PROGRESS | 4,059 | 1,980 |
|  | 114,047 | 107,076 |
| LESS ACCUMULATED DEPRECIATION | 55,805 | 50,525 |
|  | 58,242 | 56,551 |
| EXCESS OF COST OVER NET ASSETS |  |  |
| OF ACQUIRED COMPANIES, NET | 14,755 | 14,472 |
| DEFERRED TAXES | 4,636 | 4,788 |
| OTHER NONCURRENT ASSETS | 3,831 | 4,563 |
|  | 23,222 | 23,823 |
|  | \$173,897 | \$170,985 |

* CONDENSED FROM AUDITED FINANCIAL STATEMENTS.

| (DOLLARS IN THOUSANDS) |  |
| :---: | :---: |
| --------------------- |  |
| JUNE 30, | DEC $31, ~$ |
| 1994 | 1993 |
| ---- | ---- |
| (UNAUDITED) | $\star$ |

LIABILITIES AND SHAREHOLDERS' EQUITY


CURRENT LIABILITIES
SHORT-TERM BORROWINGS AND CURRENT PORTION OF LONG-TERM DEBT
AND CAPITAL LEASE \$ 7,192 \$ 4,953
ACCOUNTS PAYABLE
7,192

16,217 $\quad$| 4,953 |
| ---: |
| 18,117 |



* CONDENSED FROM AUDITED FINANCIAL STATEMENTS.


## QUAKER CHEMICAL CORPORATION

## CONSOLIDATED STATEMENT OF INCOME

FOR SIX MONTHS ENDED JUNE 30,
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UNAUDITED
(DOLLARS IN THOUSANDS EXCEPT PER SHARE FIGURES)
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19941993
---- ----

INCOME

| NET SALES | \$ 92,440 | \$ 99,704 |
| :---: | :---: | :---: |
| OTHER INCOME, NET | 939 | 551 |
|  | 93,379 | 100,255 |


| COSTS AND EXPENSES |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| COST OF GOODS SOLD | 52,132 |  |  | 57,707 |
| SELLING, ADMINISTRATIVE AND GENERAL EXPENSES |  | 33,739 |  | 35,822 |
| REPOSITIONING CHARGES |  |  |  | 3,500 |
|  |  | 85,871 |  | 97,029 |
| INCOME FROM OPERATIONS |  | 7,508 |  | 3,226 |
| INTEREST EXPENSE |  | (734) |  | (729) |
| INTEREST INCOME |  | 296 |  | 816 |
| INCOME BEFORE TAXES |  | 7,070 |  | 3,313 |
| TAXES ON INCOME |  | 2,793 |  | 1,531 |
|  |  | 4,277 |  | 1,782 |
| EQUITY IN NET INCOME OF ASSOCIATED |  |  |  |  |
| MINORITY INTEREST IN NET INCOME OF SUBSIDIARIES |  | (161) |  | (211) |
| NET INCOME | \$ | 4,440 | \$ | 2,275 |
| PER SHARE: |  |  |  |  |
| NET INCOME |  | \$0.48 |  | \$0.25 |
| DIVIDENDS |  | \$0.16 |  | \$0.15 |
| BASED ON WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING |  | 56,400 |  | 04,037 |


|  | 1993 |  | 1992 |  |
| :---: | :---: | :---: | :---: | :---: |
| INCOME |  |  |  |  |
| NET SALES | \$ | 47,347 | \$ | 51,343 |
| OTHER INCOME, NET |  | 581 |  | 348 |
|  |  | 47,928 |  | 51,691 |

17,385 18,877

| 17,385 | 18,877 |
| :---: | :---: |
|  | 3,500 |
| 44,134 | 52,262 |


| INCOME FROM OPERATIONS |  | 3,794 |  | (571) |
| :---: | :---: | :---: | :---: | :---: |
| INTEREST EXPENSE |  | (404) |  | (349) |
| INTEREST INCOME |  | 160 |  | 347 |
| INCOME BEFORE TAXES |  | 3,550 |  | (573) |
| TAXES ON INCOME |  | 1,385 |  | 54 |
|  |  | 2,165 |  | (627) |
| EQUITY IN NET INCOME OF ASSOCIATED COMPANIES |  | 87 |  | 289 |
| MINORITY INTEREST IN NET INCOME OF SUBSIDIARIES |  | (61) |  | (111) |
| NET INCOME | \$ | 2,191 | \$ | (449) |
| PER SHARE: |  |  |  |  |
| NET INCOME |  | \$0.24 |  | (\$0.05) |
| DIVIDENDS |  | * |  | * |
| BASED ON WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING |  | 60,808 |  | 09,478 |

* DIVIDENDS APPLICABLE TO THE SECOND QUARTER ARE NORMALLY DECLARED AND PAID IN JULY.
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NET CASH USED IN INVESTING
ACTIVITIES $\quad(5,166) \quad(14,541)$

| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |
| :---: | :---: | :---: |
| SHORT-TERM DEBT INCURRED | 5,565 | 1,752 |
| CAPITAL LEASE INCURRED |  | 879 |
| REPAYMENT OF SHORT-TERM DEBT | $(3,500)$ | $(2,434)$ |
| REPAYMENT OF LONG-TERM DEBT | $(1,761)$ |  |
| REPAYMENT OF CAPITAL LEASE | (182) | (697) |
| DIVIDENDS PAID | $(2,868)$ | $(2,760)$ |
| TREASURY STOCK ISSUED | 21 | 401 |
| OTHER | (3) | 145 |
| NET CASH PROVIDED FROM FINANCING ACTIVITIES | $(2,728)$ | $(2,714)$ |
| EFFECT OF EXCHANGE RATE CHANGES ON CASH | (394) | (34) |
| NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS | $(8,629)$ | $(10,034)$ |
| CASH AND CASH EQUIVALENTS AT: BEGINNING OF PERIOD | 19,293 | 24,373 |
| END OF PERIOD | \$ 10,664 | \$ 14,339 |
| CASH PAID FOR: |  |  |
| INCOME TAXES | \$ 2,385 | \$ 2,763 |
| INTEREST | 700 | 1,016 |

## Management's Discussion and Analysis of



Financial Condition and Results of Operations
$\qquad$

Liquidity and Capital Resources

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The working capital ratio at June 30 , 1994 was 2.1 to 1 as compared to 2.0 to 1 at December 31, 1993, reflecting the continuation of an adequate level of liquidity necessary to support operations. The company's net cash position (cash and cash equivalents plus short-term investments less short-term borrowings and current portion of long-term debt and capital lease) declined $\$ 11.9$ million during the first six months of 1994. This was due primarily to a cash investment of approximately $\$ 3.5$ million in a joint venture, cash outlays of about $\$ 1.5$ million related to the company's 1993 repositioning program and increased short-term borrowings in the U.S. associated with (i) seasonal cash needs, (ii) the replacement of maturing long-term obligations with short-term debt, (iii) increases in non-cash (primarily accounts receivable) working capital. Working capital increased \$1.2 million in the first half of 1994 mainly as a result of the aforementioned increases in non-cash working capital.

On March 24, 1994, the formation of the above-noted joint venture with Fluid Recycling Services was completed. In addition to the initial contribution, additional investments are expected over the next few years based on the growth of the venture.
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Consolidated net sales for the first half of 1994 decreased \$7.3 million (7\%) while comparative income from operations improved $\$ .8$ million (12\%) versus the first half of 1993. The decrease in sales was due to a $2 \%$ reduction associated with currency translation; a decline of $1 \%$ from price and product mix; and a 4\% decrease associated with the net result of acquisitions and divestitures. The company's major markets continue to be characterized by customers focused on increasing efficiencies in the usage of chemical products and lowering their costs by demanding more value-added services and exerting price pressures on suppliers. In addition, there are signs that raw material prices for many commodity chemicals are starting to rise. Operating conditions in the United States appear to be sustainable at the present pace at least into early 1995. In Europe, some positive trends have been apparent, but the timing of an overall recovery is difficult to predict. Continued improvement in operating results during 1994 is largely dependent on both the timing of the European economic recovery and the acceleration of the effectiveness of the company's service activities in the United States.

Operating margins as a percentage of sales improved in the first half of 1994 when compared to the corresponding period in 1993 as improved sales mix, lower raw material costs, and cost savings associated with the company's 1993 repositioning program offset the negative leverage effect of fixed costs on reduced sales volume. The after-tax financial benefit generated in the first half of 1994 due to the 1993 repositioning program was approximately $\$ .05$ per share in each quarter. Other income rose primarily as a result of increased royalty income. Interest income declined due to lower cash holdings by the company. The effective tax rate in the first half of 1994 decreased $6 \%$ when compared to the first half of 1993 due in large part to the negative influence on the prior year rate of non-deductible expenses related to both goodwill and a second quarter repositioning charge. The decrease in equity in net income from associated companies was primarily due to lower earnings from the company's Japanese affiliate which is being hampered by sluggish demand in the Japanese steel industry and business development investments in the joint venture mentioned above. The negative influence of currency translation on first half 1994 net income was $\$ .02$ per share.

Comparison of Second Quarter 1994 with Second Quarter 1993


Consolidated net sales for the second quarter of 1994 decreased $\$ 4.0$ million (8\%) while comparative income from operations improved $\$ .9$ million ( $30 \%$ ) versus the second quarter of 1993. The decrease in sales was primarily due to an $8 \%$ decrease associated with the net result of acquisitions and divestitures as volume improvements of 2 \% were offset by a decline of 1\% each from price and product mix, and currency translation.

The operating margin improvement in the second quarter of 1994 over 1993 resulted from more favorable sales mix and cost savings associated with the company's 1993 repositioning program. The reasons for the change in Other Income, Interest Income and the effective tax rate in the second quarter 1994 versus 1993 are basically the same as the six-month period.

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PART II. OTHER INFORMATION

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

The 1994 Annual Meeting of the Company's shareholders was held on May 4, 1994. At the Meeting, management's nominees, Lennox K. Black, Robert P. Hauptfuhrer, Frederick Heldring, Ronald J. Naples and Alex Satinsky were elected to fill the five available positions as Class II directors. Voting (expressed in numbers of votes) was as follows: Mr. Black -35,877,982 for, 47,605 against or withheld and no abstentions or broker non-votes; Mr. Hauptfuhrer -- 35,887,982 for, 37,605 against or withheld and no abstentions or broker non-votes; Mr. Heldring -- $35,886,882$ for, 38,705 against or withheld and no abstentions or broker non-votes; Mr. Naples -- 35, 870,232 for, 55,355 against or withheld and no abstentions or broker non-votes; and Mr. Satinsky -- $35,861,382$ for, 64,205 against or withheld and no abstentions or broker non-votes.

At the Meeting, shareholders ratified the appointment of Price Waterhouse as the Company's independent auditors to examine and report on its financial statements for the year ending December 31, 1994 by a vote of $35,252,668$ votes for, 662,614 votes against and 10,305 abstentions or broker non-votes.

Item 6. Exhibits and Reports on Form 8-K.
(a) Exhibits.

None.
(b) Reports on Form 8-K.

No report on Form 8-K was filed during the quarter for which this report is filed.

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.

QUAKER CHEMICAL CORPORATION
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(registrant)

JOSEPH F. SPANIER
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Joseph F. Spanier, officer duly authorized to sign this report, Corporate Controller and Principal Financial Officer

Date: August 12, 1994
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