$\qquad$ QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

For three months ended November 30, 1995.
OR
TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$ -.

Commission file number 0-261.

ALICO, INC.
(Exact name of registrant as specified in its charter)

## Florida

(State or other jurisdiction of
incorporation of organization)
P. O. Box 338, La Belle, FL
(Address of principal executive offices)
Registrant's telephone number, including area code

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

There were $7,027,827$ shares of common stock, par value $\$ 1.00$ per share, outstanding at January 12, 1996.
<TABLE>
<CAPTION>
PART I. FINANCIAL INFORMATION
Item 1. Financial Statements
ALICO, INC. AND SUBSIDIARY
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS (See Accountants' Review Report)
Three Months Ended November 30,
1995
1994

| <C $>$ | <C |
| ---: | ---: |
| $\$ 4,170,160$ | $\$ 3,447,467$ |
| $1,386,324$ | $1,162,104$ |
| $1,534,571$ | 611,420 |
| 234,392 | 277,488 |
| 71,148 | 53,851 |
| 39,450 | 28,622 |
| 16,908 | 19,597 |
| 351,632 | 246,301 |
| 19,944 | 29,016 |
|  |  |
| $7,824,529$ | $5,875,866$ |

Cost and expenses:
Citrus production, harvesting and marketing
Sugarcane production and harvesting Ranch

3,374,648
3,141,489
1,051,472
792,353
$1,528,916 \quad 446,941$
97,204 115,274

136,311 218,571
522,084

650,587
$6,839,138$

| Income before income taxes | 985,391 | 639,154 |
| :---: | :---: | :---: |
| Provision for income taxes | 338,065 | 218,141 |
| Net income | 647,326 | 421,013 |
| Retained earnings beginning of period Dividends paid | $\begin{aligned} & 68,113,690 \\ & (2,459,739) \end{aligned}$ | $\begin{aligned} & 60,929,277 \\ & (1,756,957) \end{aligned}$ |
| Retained earnings end of period | 66,301,277 | 59,593,333 |
| Weighted average number of shares outstanding | 7,027,827 | 7,027,827 |
| Per share amounts: |  |  |
| Net income | . 09 | . 06 |
| Dividends | \$ . 35 | \$ . 25 |

See accompanying notes to condensed consolidated financial statements. </TABLE>
<TABLE>
<CAPTION>

> ALICO, INC. AND SUBSIDIARY
> CONDENSED CONSOLIDATED BALANCE SHEETS
(See Accountants' Review Report)

## ASSETS

<S>
Current assets:
Cash and cash investments
Marketable Securities
Accounts and mortgage notes receivable Inventories
Prepaid expenses
Interest receivable

Total current assets
Mortgage notes receivable, non-current
Land held for development and sale
Investments
Other
Property, buildings and equipment
Less: Accumulated depreciation

Total assets

CONDENSED CONSOLIDATED BALANCE SHEETS
(See Accountants' Review Report)
(Continued)
(Unaudited)
(Audited)
August 31, 1995
\$ 949,397
217,968
$1,076,241$

```
Accrued donation (See Note 6)
Accrued expenses
Income taxes payable
Deferred income taxes
```

| $1,539,641$ |  |
| ---: | ---: |
| 132,855 | $1,638,038$ |
| 376,875 | 136,597 |
| $1,223,853$ | 254,393 |
|  | $1,383,820$ |

Total current liabilities

| $4,453,660$ | $5,656,454$ |
| ---: | ---: |
| $19,590,000$ | $16,055,000$ |
| $11,750,634$ | $11,674,524$ |
| 165,384 | 214,945 |
| $35,959,678$ | $33,600,923$ |

STOCKHOLDERS' EQUITY

Common stock

| $\$$$7,027,827$ <br> 271,863 <br> $66,301,277$ <br> $73,600,967$ <br> $\$ 109,560,645$ | $\$, 027,827$ |
| ---: | ---: |

<FN>
See Accompanying notes to condensed consolidated financial statements. </TABLE>
<TABLE>
<CAPTION>

$$
\begin{aligned}
& \text { ALICO, INC. AND SUBSIDIARY } \\
& \text { CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS } \\
& \text { (See Accountants' Review Report) }
\end{aligned}
$$

Three Months Ended November 30, 19951994
<S>
Cash flows from operating activities:

Net income
Adjustments to reconcile net income to cash provided from (used for) operating activities:
Depreciation
Accrued donation
Net decrease in current assets and

Net decrease in current assets and
liabilities
Deferred income taxes
Other

Net cash provided from operating activities

Cash flows from (used for) investing activities
Purchases of property and equipment
Proceeds from sales of property and equipment Purchases of marketable securities Proceeds from sales of marketable securites

> Net cash used for
> investing activities

40,431
$(694,369)$
1,270,199
$(1,081,916)$
$(1,915,873)$
Cash flows from (used for) financing activities:

Notes receivable collections
Repayment of bank loan
Proceeds from bank loan
Dividends paid
Net cash provided from
financing activities
Net increase (decrease) in
cash and cash investments
$(3,270,000$
$6,805,000$
$(2,459,739)$
$(3,350,000)$
$(3,350,000)$
6,830,000
$(1,756,957)$
$1,088,88$
$1,744,217$
$\$ \quad 448,648 \quad \$ \quad 139,521$

Supplemental disclosures of cash flow information:

Cash paid for interest, net of

Cash paid for income taxes
<FN>
See accompanying notes to condensed consolidated financial statements. </TABLE>

## ALICO, INC. AND SUBSIDIARY

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (See Accountants' Review Report)

1. Basis of financial statement presentation:

The accompanying condensed consolidated financial statements include the accounts of the Company and its wholly owned subsidiary, Saddlebag Lake Resorts, Inc., after elimination of all significant intercompany balances and transactions.

The accompanying unaudited condensed consolidated financial statements have been prepared on a basis consistent with the accounting principles and policies reflected in the Company's annual report for the year ended August 31, 1995. In the opinion of Management, the accompanying unaudited condensed consolidated financial statements contain all adjustments (consisting only of normal recurring accruals) necessary for a fair presentation of its consolidated financial position at November 30, 1995 and August 31, 1995 and the consolidated results of operations and cash flows for the three months ended November 30, 1995 and 1994.

The basic business of the Company is agriculture which is of a seasonal nature and subject to the influence of natural phenomena and wide price fluctuations. Fluctuation in the market prices for citrus fruit has caused the Company to recognize additional revenue from the prior year's crop totaling $\$ 482,211$ in 1995 and $\$ 283,492$ in 1994. The results of operations for the stated periods are not necessarily indicative of results to be expected for the full year.
2. Accounts and mortgage notes receivable:

Mortgage notes receivable are recorded under the accrual method of accounting. Under this method, a sale is not recognized until payment is received, including interest, aggregating $10 \%$ of the contract sales price for residential properties and $20 \%$ for commercial properties.
3. Inventories:

A summary of the Company's inventories (in thousands) is shown below:

| November 30, <br> 1995 | August 31, <br> 1995 |
| :---: | :---: |
| 6,257 <br> 2,048 <br> 3,819 <br> 536 | $\$ 6,027$ <br> 2,138 <br> 4,429 <br> 463 |
| $\$ 12,660$ | $\$ 13,057$ |

<TABLE>
<CAPTION>
4. Income taxes:

The provision for income taxes for the quarters ended November 30, 1995 and 1994 is summarized as follows:

|  | Three Months Ended November 30, 19951994 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| <S> | <C> |  | <C> |  |
| Current: |  |  |  |  |
| Federal income taxState income tax | \$ | 348,863 | \$ | $\begin{array}{r} 277,110 \\ 28,866 \end{array}$ |
|  |  | 58,322 |  |  |
|  | 407,185 |  | 305,976 |  |
| Deferred: |  |  |  |  |
| Federal income tax | $(62,452)$ |  | $(82,956)$ |  |


|  | $(69,120)$ |  |  | $(87,835)$ |
| :---: | :---: | :---: | :---: | :---: |
| Total provision for |  |  |  |  |

Following is a reconciliation of the expected income tax expense computed at the U.S. Federal statutory rate of $34 \%$ and the actual income tax provision for the quarters ended November 30, 1995 and 1994:

|  | Three Months Ended November 30, 19951994 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| <S> | <C> |  | <C> |  |
| Expected income tax | \$ | 335,033 | \$ | 217,312 |
| Increase (decrease) resulting from: |  |  |  |  |
| State income taxes, net of federal benefit |  | 35,770 |  | 23,201 |
| Nontaxable interest and dividends |  | $(42,100)$ |  | $(49,606)$ |
| Other reconciling items, net |  | 9,362 |  | 27,234 |
| Total provision for income taxes | \$ | 338,065 | \$ | 218,141 |

The Company is currently under examination by the Internal Revenue Service for the years ended August 31, 1992, 1991 and 1990. The adjustments proposed to date by the Internal Revenue Service would result in approximately $\$ 6.9$ million in additional income taxes. When the matter is resolved, any income taxes due will become currently payable. However, the majority of the proposed adjustments relate to the timing of recognition of certain income and expense items already provided for in the Company's deferred tax liability accounts.

A partial settlement was reached with the Internal Revenue Service during April of 1995. A payment of $\$ 385,043$ was made consisting of $\$ 260,259$ taxes and $\$ 124,784$ interest. The items conceded related to the timing of recognition of certain items previously expensed. The effect of this payment was to increase interest expense by $\$ 124,784$ and reduce the current deferred tax liability by \$260,259.
5. Indebtedness:

The Company has a financing agreement with a commercial bank that permits the Company to borrow up to $\$ 25$ million. The financing agreement allows the Company to borrow up to $\$ 22,000,000$ which is due in January 1997 and up to $\$ 3,000,000$ which is due on demand. The total amount of long-term debt under this agreement at November 30, 1995 and August 31, 1995 was $\$ 19,590,000$ and $\$ 16,055,000$, respectively.

Interest cost expensed and capitalized during the three months ended November 30, 1995 and November 30, 1994 was as follows:

|  | 1995 | 1994 |
| ---: | ---: | ---: |
| Interest expensed | $\$ 136,311$ |  |
| Interest capitalized | 175,990 | $\$ 218,571$ |
| Total interest cost | $\$ 312,301$ | - |
|  | - |  |

## 6. Commitment:

During October 1992 the Company entered into an agreement to donate land, improvements and other items, to the State of Florida, to be used as a site for a new university. The gift included 975 acres of land, road construction, engineering and planning services, assistance with utility costs and academic chairs. The commitment was recorded as a contribution in May 1994 when the title to the land was transferred. Costs related to road construction have been accrued and capitalized into land. Other costs will be expensed as incurred.
7. Accountants' review report:

The accompanying unaudited condensed consolidated financial statements have been reviewed by the Company's independent auditors in accordance with standards for such limited reviews established by the American Institute of Certified Public Accountants. The report of such auditors with respect to their limited review is attached hereto as Exhibit A.

ITEM 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

LIQUIDITY AND CAPITAL RESOURCES:

Working capital increased to $\$ 26,998,948$ at November 30, 1995, up from $\$ 26,079,408$ at August 31, 1995. As of November 30, 1995 the Company had cash and cash investments of $\$ 1,597,381$ compared to $\$ 1,148,733$ at August 31, 1995 Marketable securities decreased from $\$ 9,410,936$ to $\$ 9,056,883$ during the same period. The ratio of current assets to current liabilities increased from 5.61 to 1 at August 31, 1995 to 7.06 to 1 at November 30, 1995. Total assets increased by $\$ 553,466$ from $\$ 109,007,179$ at August 31, 1995 to $\$ 109,560,645$ at November 30, 1995.

The working capital increase $(\$ 919,540)$ is primarily the result of the decrease in current liabilities $(\$ 5,656,454$ vs. $\$ 4,453,660$ at August 31, 1995 and November 30, 1995, respectively). Ad valorem taxes $(\$ 1,076,241)$ and the profit sharing plan contribution $(\$ 217,968)$, accrued at August 31, 1995 were paid during the first quarter of fiscal 1996.

In connection with a financing agreement with a commercial bank (See Note 5 under Notes to Condensed Consolidated Financial Statements), the Company has an unused availability of funds of approximately $\$ 5.4$ million at November 30, 1995

RESULTS OF OPERATIONS:

When compared to the same period a year ago, net income increased $\$ 226,313$ during the first quarter of fiscal 1996. Income before income taxes increased $\$ 346,237$ during the first quarter of fiscal 1996, when compared to the same period a year ago, largely due to an increase in earnings from agricultural activities ( $\$ 1,136,019$ vs. $\$ 840,208$ during the first quarters of fiscal 1996 and 1995, respectively.)

Citrus earnings increased during the first quarter of fiscal 1996, when compared to the same period last year ( $\$ 795,512$ vs. $\$ 305,978$ ), primarily the result of improved market prices for citrus products.

ITEM 2. Management's Discussion RESULTS OF OPERATIONS (Continued):

Sugarcane earnings, during the first quarter, approximated those of the same period a year ago ( $\$ 334,852$ vs. $\$ 369,751$ during the first quarter of fiscal 1996 and 1995, respectively). Ranch earnings, however, decreased $\$ 158,824$ during the first quarter of fiscal 1996, compared to the first quarter of fiscal 1995 ( $\$ 5,655 \mathrm{vs} . \$ 164,479$, respectively). A decrease in market prices for beef is the primary cause for the decrease in profits for this division.

Land preparation activities are underway for the new Florida Gulf Coast University which is scheduled to open in August 1997. The Company is continuing its marketing and permit activities for its land which surrounds the University site.

## PART II. OTHER INFORMATION

ITEM 6. Exhibits and reports on Form 8-K.
(a) Exhibits:
A. Accountant's Report.
B. Computation of Weighted Average Shares Outstanding at November 30, 1995.
C. Exhibit 27 - Financial Data Schedule.
(b) Reports on Form 8-K.

December 18, 1995.

## 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.

ALICO, INC.
(Registrant)

January 12, 1996
Date

January 12, 1996
Date

January 12, 1996
Date
W. Bernard Lester

Exeuctive Vice President and Chief Operating Officer (Signature)
L. Craig Simmons

Vice President and
Chief Financial Officer
(Signature)

Patrick W. Murphy
Controller
(Signature)

The Stockholders and
Board of Directors
Alico, Inc:

We have reviewed the condensed consolidated balance sheet of Alico, Inc. and subsidiary as of November 30, 1995, and the related condensed consolidated statements of operations and retained earnings for the three-month periods ended November 30, 1995 and 1994, and the related condensed consolidated statements of cash flows for the three-month periods ended November 30, 1995 and 1994, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A review of interim financial information consists principally of obtaining an understanding of the system for the preparation of interim financial information, applying analytical review procedures to financial data, and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the condensed consolidated financial statements referred to above for them to be in conformity with generally accepted accounting principles.

We have previously audited, in accordance with generally accepted auditing standards, the consolidated balance sheet of Alico, Inc. and subsidiary as of August 31,1995 and the related consolidated statements of operations, stockholders' equity and cash flows for the year then ended (not presented herein); and in our report dated October 6, 1995, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of August 31, 1995, is fairly presented, in all material respects, in relation to the balance sheet from which it has been derived.

KPMG PEAT MARWICK LLP
(Signature)
Orlando, Florida
January 5, 1996
$\qquad$

Number of shares outstanding at November 30, 1995
$\qquad$ 7,027,827

```
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THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE
BALANCE SHEET OF ALICO, INC. AND SUBSIDIARY AS OF NOVEMBER 30, 1995 AND THE
RELATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS AND CASH FLOWS FOR
THE THREE MONTHS THEN ENDED AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE
TO SUCH FINANCIAL STATEMENTS.
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