SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
(Mark One)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES
EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 1994

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 1-4802
---------

Becton, Dickinson and Company
(Exact name of registrant as specified in its charter)

| New Jersey | $22-0760120$ |
| :--- | :---: |
| (State or other jurisdiction of |  |
| incorporation or organization) | (I.R.S. Employer Identification No.) |

    incorporation or organization)
    - 1 Becton Drive Franklin Lakes, New Jersey $07417-1880$
(Address of principal executive offices)
(Zip Code)
(201) 847-6800
(Registrant's telephone number, including area code)
N/A
------------------------------------------------
(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 $15(d)$ 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 $\qquad$ -

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


> Page 1 of 13 Pages (Exhibit Index is on Page 12)
> PART I - FINANCIAL INFORMATION

Item 1. Financial Statements.
-----------------------

Condensed Consolidated Balance Sheets at March 31, 1994 and September 30, 1993

Condensed Consolidated Statements of Operations for the three and six month periods ended March 31, 1994 and 1993

Condensed Consolidated Statements of Cash Flows for the six months ended March 31, 1994 and 1993

Notes to Condensed Consolidated Financial Statements

```
<TABLE>
<CAPTION>
                    ITEM 1. FINANCIAL STATEMENTS
                    BECTON, DICKINSON AND COMPANY
CONDENSED CONSOLIDATED BALANCE SHEETS
                        Thousands of Dollars
```

| Assets | $\begin{gathered} \text { March } 31, \\ 1994 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 1993 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (Unaudited) |  |
| <S> | <C> | <C> |
| Current Assets: |  |  |
| Cash and equivalents | 31,008 | \$ 39,126 |
| Short-term investments | 18,597 | 25,753 |
| Trade receivables, net | 509,846 | 557,803 |
| Inventories (Note 2) : |  |  |
| Materials | 87,298 | 89,549 |
| Work in process | 67,845 | 67,257 |
| Finished products | 290,351 | 289,071 |
|  | 445,494 | 445,877 |
| Prepaid expenses, deferred taxes and other | 76,174 | 82,183 |
| Total Current Assets | 1,081,119 | 1,150,742 |
| Investments in marketable securities | 123,597 | 123,605 |
| Property, plant and equipment | 2,410,655 | 2,363,856 |
| Less allowances for depreciation and amortization | 1,030,529 | 960,786 |
|  | 1,380,126 | 1,403,070 |
| Intangibles, net |  |  |
| Patents and other | 106,555 | 110,820 |
| Goodwill | 101,535 | 105,272 |
| Other | 198,269 | 194,056 |
| Total Assets | \$ 2,991,201 | \$ 3,087,565 |
| Liabilities and Shareholders' Equity |  |  |
| Current Liabilities: |  |  |
| Short-term debt | \$ 187,064 | \$ 206,763 |
| Payables and other liabilities | 380,264 | 429,299 |
| Total Current Liabilities | 567,328 | 636,062 |
| Long-term debt | 704,537 | 680,581 |
| Long-term employee benefit obligations | 298,229 | 294,054 |
| Deferred income taxes and other | 23,968 | 19,915 |
| Shareholders' Equity: |  |  |
| Preferred stock | 57,403 | 58,108 |
| Common stock | 85,349 | 85,349 |
| Capital in excess of par value | 105,105 | 104,954 |
| Cumulative currency translation adjustments | $(27,687)$ | $(22,048)$ |
| Retained earnings | 1,635,646 | 1,581,196 |
| Unearned ESOP compensation | $(44,687)$ | $(45,249)$ |
| Shares in treasury - at cost | $(413,990)$ | $(305,357)$ |
| Total Shareholders' Equity | 1,397,139 | 1,456,953 |
| Total Liabilities and Shareholders' Equity | \$ 2,991,201 | \$ 3,087,565 |

</TABLE>
See notes to condensed consolidated financial statements
-3-

BECTON DICKINSON AND COMPANY
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS Thousands of Dollars, Except Per Share Data (Unaudited)

|  | Three Months Ended March 31, |  |  |  | Six Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1994 |  | 1993* |  | 1994 |  | 1993* |
| <S> |  | > |  |  | < |  | < |  |
| REVENUES | \$ | 634,814 | \$ | 612,534 | \$ | ,188,894 | \$ | 1,172,996 |
| Cost of products sold |  | 343,082 |  | 340,249 |  | 655,964 |  | 659,357 |
| Selling and administrative |  | 162,617 |  | 163,254 |  | 319,993 |  | 321,795 |
| Research and development |  | 35,684 |  | 34,084 |  | 70,487 |  | 66,772 |
| TOTAL OPERATING COSTS AND EXPENSES |  | 541,383 |  | 537,587 |  | 1,046,444 |  | 1,047,924 |
| OPERATING INCOME |  | 93,431 |  | 74,947 |  | 142,450 |  | 125,072 |
| Interest expense, net |  | $(13,655)$ |  | $(14,019)$ |  | $(24,498)$ |  | $(26,962)$ |
| Other (expense) income, net |  | $(4,653)$ |  | 8,309 |  | $(9,019)$ |  | 1,563 |
| INCOME BEFORE INCOME TAXES AND CUMULATIVE EFFECT OF ACCOUNTING CHANGES |  | 75,123 |  | 69,237 |  | 108,933 |  | 99,673 |
| Income tax provision |  | 18,030 |  | 13,241 |  | 26,144 |  | 20,333 |
| INCOME BEFORE CUMULATIVE EFFECT OF ACCOUNTING CHANGES |  | 57,093 |  | 55,996 |  | 82,789 |  | 79,340 |
| Cumulative effect of accounting changes, net of taxes |  | - |  | - |  | - |  | $(141,057)$ |
| NET INCOME (LOSS) | \$ | 57,093 | \$ | 55,996 | \$ | 82,789 | \$ | $(61,717)$ |
| EARNINGS (LOSS) PER SHARE |  |  |  |  |  |  |  |  |
| INCOME BEFORE CUMULATIVE EFFECT OF ACCOUNTING CHANGES | \$ | . 76 | \$ | . 71 | \$ | 1.09 | \$ | 1.01 |
| Cumulative effect of accounting changes net of taxes |  | - |  | _ |  | _ |  | (1.83) |
| NET INCOME (LOSS) | \$ | . 76 | \$ | . 71 | \$ | 1.09 | \$ | ( .82) |
| DIVIDENDS PER SHARE | \$ | . 185 | \$ | . 165 | \$ | . 37 | \$ | . 33 |
| Average common and common equivalent shares outstanding |  | 73,540 |  | 77,406 |  | 74,148 |  | 77,475 |
| </TABLE> |  |  |  |  |  |  |  |  |

* Restated to reflect adoption of SFAS Nos. 106, 109, and 112 in the fourth quarter of fiscal 1993 retroactive to October 1, 1992.

See notes to condensed consolidated financial statements

<TABLE>
<CAPTION>
<S>
BECTON, DICKINSON AND COMPANY
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS Thousands of Dollars (Unaudited)


Operating Activities:
Net income (loss)
Adjustments to net income (loss) to derive net cash
provided by operating activities:
Cumulative effect of accounting changes, net of taxes
141,057 Depreciation and amortization

93,475
Change in working capital
Other, net
\$ 82,789
\$ \((61,717)\)
\begin{tabular}{|c|c|}
\hline - & 141,057 \\
\hline 99,756 & 93,475 \\
\hline 230 & \((8,603)\) \\
\hline 13,378 & (948) \\
\hline 196,153 & 163,264 \\
\hline
\end{tabular}

\section*{Investing Activities:}

Capital expenditures
Change in investments, net
Other, net

Net cash used for investing activities

Financing Activities:
Change in short-term debt
Proceeds of long-term debt
Payments of long-term debt
Issuance of common stock
Repurchase of common stock
Dividends paid

Net cash used for financing activities

Effect of Exchange Rate Changes on Cash and Equivalents

Net (decrease) increase in cash and equivalents

Opening Cash and Equivalents

Closing Cash and Equivalents
</TABLE>
* Restated to reflect the adoption of SFAS Nos. 106, 109 and 112 in the fourth quarter of fiscal 1993 retroactive to October 1, 1992.

See notes to condensed consolidated financial statements
-5-

## BECTON, DICKINSON AND COMPANY NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS MARCH 31, 1994

Note 1 - Basis of Presentation

-     - ------------------------------------

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and, in the opinion of the management of the Company, include all adjustments, which are of a normal recurring nature, necessary for a fair presentation of financial position and the results of operations and cash flows for the periods presented. However, the financial statements do not include all information and footnotes required for a presentation in accordance with generally accepted accounting principles. These condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and the notes thereto included or incorporated by reference in the Company's 1993 Annual Report on Form 10-K. The results of operations for the interim periods are not necessarily indicative of the results of operations to be expected for the full year.

Note 2 - Inventory Valuation

-     - ----------------------------------

An actual valuation of inventory under the LIFO method can be made only at the end of each fiscal year based on the inventory levels and costs at that time. Accordingly, interim LIFO calculations are based on management's estimates of expected year-end inventory levels and costs.
-6-

ITEM 2.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.

Results of Operations

-     - --------------------------

Second Quarter 1994 vs. Second Quarter 1993

Second quarter revenues of $\$ 635$ million exceeded the prior year's revenues of $\$ 613$ million by 4\%. Revenues would have increased 6\% after excluding the estimated $\$ 12$ million adverse impact of foreign currency translation. Orders
for high volume Medical and Diagnostic products in the Company's core businesses in the United States and Europe continued to be at expected growth rates, confirming that there does not seem to be an adverse effect from the uncertainty about health care reform. The Company's growth in core businesses continues to be driven by the heightened concern for safety for health care workers. Medical Supplies and Devices segment revenues of $\$ 352$ million increased $5 \%$ and Diagnostic Systems segment revenues of $\$ 283$ million increased $2 \%$, but would have increased $8 \%$ and $3 \%$, respectively, after excluding the estimated adverse impact of foreign currency translation.

Domestic Medical segment revenues increased 4\%. International Medical segment revenues increased 6.5\% but would have increased 11.5\% after excluding the estimated adverse impact of foreign currency translation. The growth rates reflect strong sales of safety products, and of diabetic and prefillable syringes.

Domestic Diagnostic segment revenues increased 2\%. International Diagnostic segment revenues increased $2 \%$, or $5 \%$ after excluding the estimated adverse impact of foreign currency translation. In comparison with last year, revenue growth was adversely affected by prior year amounts which reflected shipments of new systems after a period of pent-up demand. International revenues were also affected by the continuing economic weakness in European countries, especially Italy and Spain. Good growth rates continued in Japan and Latin America.

The gross profit margin of $46.0 \%$ was substantially higher than last year's second quarter rate of $44.5 \%$. The mix of product revenues, as well as productivity improvements, were the principal reasons for the improvement. Selling and administrative expense was $25.6 \%$ of revenues, which was more than a full percentage point better than last year's second quarter ratio of $26.7 \%$, reflecting tight spending controls and cost reduction programs. Reported expense of $\$ 163$ million was about the same as last year's second quarter expense. Investment of $\$ 36$ million in research and development increased 5\% over last year's second quarter expenditures. As a percent of revenues, research and development expense was $5.6 \%$, the same as in last year's second quarter.

Operating income of $\$ 93$ million increased 25\% from last year's second quarter amount of $\$ 75$ million despite the adverse effect of a stronger dollar. The improvement of the operating margin from $12.2 \%$ in the second quarter last year to $14.7 \%$ in the current quarter reflects productivity improvements in both manufacturing and operating expenses.

Net interest expense of $\$ 14$ million was about the same as last year's second quarter amount. Lower interest rates offset a reduction in capitalized interest.

## -7-

Other (expense) income, net was $\$ 13$ million unfavorable compared with last year's second quarter. $\$ 5$ million of the change was due to a capital gain recorded in last year's second quarter in connection with the February 18, 1993 merger of Applied Biosystems, Inc. with The Perkin-Elmer Corporation as well as the Company's share of earnings of Applied Biosystems, Inc. In addition, higher charges related to foreign exchange in the current quarter resulted in an unfavorable comparison of $\$ 5$ million with the prior year's second quarter.

The income tax rate of $24.0 \%$ compared with last year's second quarter rate of 19.1\%, resulted from the projected mix of income from the various tax rate jurisdictions in which the Company operates.

Earnings per share were \$.76, an increase of $7 \%$ over last year's $\$ .71$ which included a gain of $\$ .04$ related to the Perkin-Elmer transaction. Foreign currency translation decreased earnings per share by an estimated \$.03. Without the estimated adverse impact from foreign currency translation and the gain related to the Perkin-Elmer transaction, earnings per share would have increased 18\%.

Six Months 1994 vs. Six Months 1993

Reported revenues of $\$ 1.189$ billion exceeded the prior year level of $\$ 1.173$ billion by $1 \%$. Revenues would have increased $4 \%$ without the estimated adverse impact of foreign currency translation. Medical Supplies and Devices segment revenues increased 2\% to $\$ 648$ million. Diagnostic Systems segment revenues were $\$ 541$ million, an increase of 1\%. Geographically, domestic revenues increased $2 \%$ to $\$ 664$ million and international revenues increased less than $1 \%$ to $\$ 525$ million, but would have increased 7\% after excluding the estimated adverse impact of foreign currency translation.

The gross profit margin of $44.8 \%$ was higher than last year's rate of $43.8 \%$. Selling and administrative expense was $26.9 \%$, lower than last year's rate of $27.4 \%$ reflecting effective spending controls and cost reduction programs. Investment of $\$ 70$ million in research and development expense increased $6 \%$ over last year's expenditures. As a percent of revenues, research and development expense was $5.9 \%$, compared with last year's $5.7 \%$.

Operating income of $\$ 142$ million increased $\$ 17$ million over last year. As a percent of revenues, operating income was $12.0 \%$ compared with last year's $10.7 \%$, resulting from productivity improvements in both manufacturing and operating expenses.

Other (expense) income, net was \$11 million unfavorable compared with last year. The change is principally due to the absence of a capital gain recorded last year in connection with the Perkin-Elmer transaction, as well as the Company's share of earnings of Applied Biosystems, Inc., in the amount of $\$ 6$ million, and miscellaneous other income.

The income tax rate of $24.0 \%$, compared with last year's rate of $20.4 \%$, resulted from the projected mix of income from the various tax rate jurisdictions in which the Company operates.

Income before cumulative effect of accounting changes was $\$ 83$ million compared with $\$ 79$ million last year, an increase of $4 \%$. Net income was $\$ 83$ million, compared with a net loss of $\$ 62$ million last year which included an after-tax charge of $\$ 141$ million, or $\$ 1.83$ per share, representing the cumulative effect of accounting changes adopted in 1993.
-8-

Earnings per share were \$1.09, an increase of 8\% over last year's \$1.01 before the cumulative effect of accounting changes, which included a gain of $\$ .04$ related to the Perkin-Elmer transaction. Foreign currency translation decreased earnings per share by an estimated \$.07.

Financial Condition

-     - --------------------

During the first six months of 1994, cash provided by operations was $\$ 196$ million, compared with $\$ 163$ million during the first six months of last year.

Debt remained basically unchanged during the first six months of 1994. The percentage of debt to capitalization (defined as the sum of shareholders' equity, net non-current deferred income tax liabilities, and debt) was $38.8 \%$, lower than $39.7 \%$ a year ago. Last year's ratio has been restated to reflect the cumulative effect of accounting changes referred to previously.

Capital expenditures for the six months were $\$ 57$ million compared with $\$ 81$ million during the first six months of last year, due to the absence of any major projects. For the full year, capital expenditures are expected to be less than $\$ 150$ million.

Because of its strong credit ratings, the Company believes it has the capacity to arrange significant additional borrowings should the need arise.

During the first six months of 1994, the Company repurchased 3.1 million shares of its common stock for a total cost of $\$ 114$ million. At March 31, 1994, authorizations from the Board of Directors remained outstanding to acquire an additional 2.1 million shares.
-9-

PART II - OTHER INFORMATION

Item 4. Submission of Matters to a Vote of Security Holders.
a) The Annual Meeting of Shareholders of the Company was held on February 8, 1994.
c) (i) A management proposal for the election of three directors for the terms indicated below was voted upon as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline Nominee & Term & Votes For & Votes Withheld \\
\hline <S> & <C> & <C> & <C> \\
\hline Harry N. Beaty & 3 Years & 63,560,587 & 853,690 \\
\hline Raymond V. & & & \\
\hline Gilmartin & 3 Years & 63,566,402 & 847,875 \\
\hline Frank A. Olson & 3 Years & 63,561,381 & 852,896 \\
\hline
\end{tabular}
</TABLE>
(ii) A management proposal to ratify the selection of Ernst \& Young as independent auditors for fiscal year 1994 was voted upon. $64,050,033$ shares were voted for the proposal, 149,243 shares
were voted against and 215,001 shares abstained.
(iii) A management proposal to approve the 1994 Restricted Stock Plan for Non-Employee Directors was voted upon. 61,287,700 shares were voted for the proposal, $2,543,258$ shares were voted against and 583,319 shares abstained.
(iv) A shareholder proposal to recommend that the Company disclose in newspapers of general publication a detailed statement of political contributions made by the Company was voted upon. $3,361,576$ shares were voted for the proposal, $54,014,055$ shares were voted against and $2,436,775$ shares abstained.

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

11 - Computation of Earnings Per Share.
b) Reports on Form 8-K

There were no reports on Form $8-\mathrm{K}$ filed for the quarter ended March 31, 1994.
-10-

SIGNATURE

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.

```
Becton, Dickinson and Company
--------------------------------
(Registrant)
```

Date May 12, 1994
/s/Robert A. Reynolds

Robert A. Reynolds
Vice President - Finance and Controller (Principal Financial and Accounting Officer)
-11-
EXhibit Index
-------------

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline Exhibit Number & Description & Method of Filing & \begin{tabular}{l}
Sequential \\
Page Number
\end{tabular} \\
\hline <S> & <C> & <C> & <C> \\
\hline 11 & Computation of Earnings Per Share & \begin{tabular}{l}
Filed with \\
this report
\end{tabular} & 13 \\
\hline
\end{tabular}
</TABLE>
-12-

## PRIMARY EARNINGS PER SHARE

-----------------------------
<S>

Net Income:
Income before cumulative effect
of accounting changes
Less preferred stock dividends
Income before cumulative effect of accounting changes applicable to common stock

Cumulative effect of accounting changes, net of taxes
Net income(loss) applicable to common stock
Shares:
Average shares outstanding
Add dilutive stock equivalents from stock plans
Weighted average number of common and common equivalent shares outstanding during the year

Earnings per share:
Income before cumulative effect
of accounting changes
Cumulative effect of accounting changes, net of taxes
Net income(loss)

FULLY DILUTED EARNINGS PER SHARE
Net Income:
Income before cumulative effect of accounting changes applicable to common stock
Add preferred stock dividends
using the "if converted" method
Less additional ESOP contribution, using
the "if converted" method
Income before cumulative effect of accounting changes for fully diluted earnings per share

Cumulative effect of accounting changes, net of taxes
Net income(loss) for fully diluted earnings per share

Shares:
Average shares outstanding
Add:
Dilutive stock equivalents from stock plans
Shares issuable upon conversion
of preferred stock
Weighted average number of common shares used in calculating fully diluted earnings per share

Fully diluted earnings per share:
Income before
cumulative effect of accounting changes

Cumulative effect of accounting changes, net of taxes
Net income (loss)
</TABLE>

| 1994 |  |  | 1993 * |
| :---: | :---: | :---: | :---: |
| <C> |  | <C> |  |
| \$ | $\begin{aligned} & 82,789 \\ & (1,877) \end{aligned}$ | \$ | $\begin{aligned} & 79,340 \\ & (1,909) \end{aligned}$ |
|  | 80,912 |  | 77,431 |
|  | - |  | $(141,057)$ |
| \$ | 80,912 | \$ | $(63,626)$ |
|  | $\begin{array}{r} 73,165 \\ 983 \end{array}$ |  | $\begin{array}{r} 76,185 \\ 1,290 \end{array}$ |
|  | 74,148 |  | 77,475 |
| \$ | 1.09 | \$ | 1.01 |
|  | - |  | (1.83) |
| \$ | 1.09 | \$ | (.82) |

\$ 80,912
\$ 77,431
1,877
(767)
----------
$\$ 82,022$
\$ $\quad 78,769$
-_------
$(141,057)$
_-_---------
\$ 82,022
$\$ \quad(62,288)$

| 73,165 | 76,185 |
| :---: | :---: |
| 1,032 | 1,290 |
| 1,557 | 1,588 |

75,754
=========
79,063
$==========$

| \$ | 1.08 | \$ | 1.00 |
| :---: | :---: | :---: | :---: |
|  | - |  | (1.78) |
| \$ | 1.08 | \$ | (.78) |

