# UNITED STATES 

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K
Current Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event Reported): March 16, 2004

## SCHOLASTIC CORPORATION

(Exact name of registrant as specified in its charter)

DELAWARE
(State or other jurisdiction of incorporation)

557 BROADWAY, NEW YORK, NEW YORK
(Address of principal executive offices)

13-3385513
(IRS Employer Identification No.)
(Commission File Number)
Comission File (Zip Code)

SCHOLASTIC CORPORATION
CURRENT REPORT ON FORM 8-K, DATED MARCH 16, 2004

ITEM 7. FINANCIAL STATEMENTS, PRO FORMA
FINANCIAL INFORMATION AND EXHIBITS
Exhibit
Number Description of Document
99.1 Press release of Scholastic Corporation, dated March 16, 2004

ITEM 12. RESULTS OF OPERATIONS AND FINANCIAL CONDITION
On March 16, 2004, Scholastic Corporation issued the press release attached hereto as Exhibit 99.1 announcing its results of operations for its quarter ended February 29, 2004.

The information in this Current Report on Form 8-K, including Exhibits, is being furnished to the Securities and Exchange Commission (the "SEC") and shall not be deemed to be incorporated by reference into any of Scholastic's filings with the SEC under the Securities Act of 1933.

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 hereunto duly authorized.

SCHOLASTIC CORPORATION
(Registrant)
/s/Mary A. Winston
Mary A. Winston
Executive Vice President
\& Chief Financial Officer

SCHOLASTIC CORPORATION
CURRENT REPORT ON FORM 8-K, DATED MARCH 16, 2004

Exhibit Number

Exhibit 99.1

Description of Document

Press release of Scholastic Corporation, dated March 16, 2004

CONTACTS:

Media: Judy Corman (212) 343-6833
Investors: Ray Marchuk (212) 343-6741

## SCHOLASTIC REPORTS THIRD QUARTER FINANCIAL RESULTS

NEW YORK, MARCH 16, 2004 -- Scholastic Corporation (NASDAQ: SCHL) today announced results for the third fiscal quarter ended February 29, 2004.

Revenue increased $9 \%$ to $\$ 472.0$ million from $\$ 433.7$ million in the year-ago period. The Company generated an operating loss of $\$ 2.3$ million for the quarter, compared to a profit of $\$ 3.9$ million in the year-ago period. Net loss for the quarter was $\$ 6.0$ million, or $\$ 0.15$ per diluted share, compared to a net loss of $\$ 0.5$ million, or $\$ 0.01$ per diluted share, in the year-ago period. The year-ago period included a gain of $\$ 2.9$ million pre-tax, or $\$ 0.05$ per diluted share after-tax, on the sale of an equity investment. The third quarter is Scholastic's second smallest revenue period.

Richard Robinson, Chairman, President and CEO, commented, "Greater than anticipated challenges in our Direct-to-Home Continuity and Trade businesses caused lower results in the third quarter, particularly in February, and have caused us to reevaluate our forecast for this fiscal year. In its first full quarter of effect, Federal 'Do Not Call' legislation resulted in lower than expected Direct-to-Home response rates and margins. In Trade, lower backlist orders and increased returns were driven by more aggressive inventory management by accounts in a continuing tough retail environment. These factors more than offset strong revenue and profit growth in School Book Clubs, Educational Publishing and International, and progress in School Book Fairs.
'We now expect to generate EPS for Fiscal 2004 below \$1.95, but above last year's results. This excludes special and non-recurring items in Fiscal 2003 and Fiscal 2004. We also expect free cash flow to be approximately $\$ 50$ million in Fiscal 2004."

Mr. Robinson continued, "Based on these results and the future needs of the Company, we have taken the following management actions:
"First, Barbara Marcus, President of Children's Book Publishing \& Distribution, will devote her extraordinary skills to our Trade and Fair operations. Her full-time attention to these businesses is expected to improve their results
"Second, Judy Newman, Senior Vice President, who executed this year's turn-around in Clubs, will also significantly expand her day-to-day role in Direct-to-Home, reporting to me. She will be taking a fresh look at the Direct-to-Home business, focusing on developing new models for acquiring customers and restoring profitable growth.
"Third, financial staff in the business units, who formerly reported to division presidents, will now report directly to our new Chief Financial Officer, Mary Winston. This step will help improve our financial forecasting processes.
"Fourth, we have accepted the resignations of the president in charge of our Direct-to-Home business and the senior vice president in charge of our Trade business.

These are important steps in our plan to improve revenue, profitability and margin growth."

## third fiscal quarter segment results

Children's Book Publishing \& Distribution revenue increased 1\% over the year-ago quarter to $\$ 271.5$ million, as growth in Clubs and Fairs was largely offset by declines in Trade and Continuities. Operating profit was $\$ 11.4$ million, compared to $\$ 23.0$ million in the year-ago period. Club revenue grew $18 \%$ on more orders, helped in part by the July 2003 acquisition of selected assets of Troll Book clubs. Fair revenue advanced 4\% on higher revenue per fair. Trade revenue declined $\$ 11$ million, due primarily to lower backlist sales and higher than expected February returns. Continuity revenue declined 8\%, reflecting the lower response to Direct-to-Home telemarketing, which increased the amortization of related promotional costs.

Educational Publishing revenue increased $7 \%$ to $\$ 69.4$ million, generating profits of $\$ 3.3$ million, versus a year-ago loss of $\$ 2.9$ million. Results benefited from a more than $50 \%$ increase in sales of the READ $180(\mathrm{R})$ intervention program and a more than $15 \%$ increase in sales of classroom libraries and Teaching Resources.

International revenue increased $25 \%$ to $\$ 87.6$ million, with operating profit increasing to $\$ 1.3$ million, as compared to $\$ 0.8$ million in the year-ago quarter. Revenue growth in exports and in the Company's Canadian operations contributed to revenue and profit growth while foreign exchange changes added $\$ 11$ million to revenue.

For the nine months ended February 29, 2004, revenue increased $18 \%$ to $\$ 1,646.4$ million, compared to $\$ 1,400.9$ million in last year's period. Net income increased $20 \%$ to $\$ 35.9$ million, or $\$ 0.90$ per diluted share, compared to $\$ 29.9$ million, or $\$ 0.74$ per diluted share, in the year-ago period. Results for the nine months ended February 29, 2004 included special severance charges totalling $\$ 3.2$ million pre-tax, or $\$ 0.05$ per diluted share after-tax. Results for the nine months ended February 28, 2003 included a special charge of $\$ 1.9$ million pre-tax, or $\$ 0.03$ per diluted share after-tax, to settle a securities litigation lawsuit from 1997 and a gain of $\$ 2.9$ million pre-tax, or $\$ 0.05$ per share after-tax, from the sale of an investment.

## CONFERENCE CALL

Scholastic will hold a conference call tomorrow (March 17, 2004) at 8:00 AM Eastern. To listen and ask questions, dial 973-935-8510 or 888-338-6461 (meeting leader is "Richard Robinson"). To view accompanying slides, go to the Investor Relations section of Scholastic.com. Following the call, the slides will be available on the Investor Relations section of Scholastic.com and an audio replay will be available at 877-519-4471, PIN number 4560804.

## UPCOMING INVESTOR PRESENTATIONS

Scholastic is currently scheduled to present at the Smith Barney Small and Mid-Cap Conference in Las Vegas on May 6, 2004. Further details will be posted in the Investor Relations section of WWW.SCHOLASTIC.COM when available.

## ABOUT SCHOLASTIC

Scholastic is the world's largest publisher and distributor of children's books. Scholastic creates quality educational and entertaining materials and products for use in school and at home, including children's books, magazines, technology-based products, teacher materials, television programming, film, videos and toys. The Company distributes its products and services through a variety of channels, including proprietary school-based book clubs, school-based book fairs, and school-based and direct-to-home continuity programs; retail stores, schools, libraries and television networks; and the Company's Internet site, www.scholastic.com.

## FORWARD-LOOKING STATEMENTS

This news release contains certain forward-looking statements. Such forward-looking statements are subject to various risks and uncertainties, including the conditions of the children's book and educational materials markets and acceptance of the Company's products within those markets and other risks and factors identified from time to time in the Company's filings with the Securities and Exchange Commission. Actual results could differ materially from those currently anticipated.
(Amounts in millions except per share data)

## Revenues

| THREE MONTHS ENDED |  |  |  | NINE MONTHS ENDED |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 02/29/04 | 02/28/03 | VARIANCE |  | 02/29/04 | 02/28/03 | VARIANCE |  |
| \$472. 0 | \$433.7 | \$38.3 | 9\% | \$1, 646.4 | \$1,400.9 | \$245.5 | 18\% |
| 229.7 | 198.3 | 31.4 | 16\% | 816.6 | 640.3 | 176.3 | 28\% |
| 214.1 | 203.0 | 11.1 | 5\% | 639.4 | 607.0 | 32.4 | 5\% |
| 17.0 | 16.9 | 0.1 | 1\% | 66.1 | 53.6 | 12.5 | 23\% |
| 13.5 | 11.6 | 1.9 | 16\% | 39.8 | 32.9 | 6.9 | 21\% |
| -- - | -- - | --- | -- - | 3.2 | -- | 3.2 | * |
| --- | --- | --- | --- | -- - | 1.9 | (1.9) | * |
| 474.3 | 429.8 | 44.5 | 10\% | 1,565.1 | 1,335.7 | 229.4 | 17\% |
| (2.3) | 3.9 | (6.2) | * | 81.3 | 65.2 | 16.1 | 25\% |
| - | 2.9 | (2.9) | * | - | 2.9 | (2.9) | * |
| 7.1 | 7.5 | (0.4) | -5\% | 25.2 | 23.3 | 1.9 | 8\% |
| (9.4) | (0.7) | (8.7) | * | 56.1 | 44.8 | 11.3 | 25\% |
| (3.4) | (0.2) | (3.2) | * | 20.2 | 14.9 | 5.3 | 36\% |
| (\$6.0) | (\$0.5) | (\$5.5) | * | \$35.9 | \$29.9 | \$6. 0 | 20\% |

Weighted average shares outstanding:

## Basic

Diluted
Net income/(loss) per share
Basic
Diluted

## 39.

39. 

| $(\$ 0.15)$ | $(\$ 0.01)$ | $(\$ 0.14)$ |
| :--- | :--- | :--- |
| $(\$ 0.15)$ | $(\$ 0.01)$ | $(\$ 0.14)$ |

$(\$ 0.15) \quad(\$ 0.01) \quad(\$ 0.14)$
39.1
$39.4 \quad 39.1$
40.1
40.3
$\$ 0.76$
$\$ 0.74$
\$0. 15
20\%
22\%
(1) Results for the nine months ended February 29, 2004 include pre-tax charges totaling $\$ 3.2$, or $\$ 0.05$ per diluted share after-tax, recorded in the first and second quarters, related to severance for staff reductions announced in May 2003, but implemented in Fiscal 2004.
(2) Results for the nine months ended February 28, 2003 include a pre-tax charge of $\$ 1.9$, or $\$ 0.03$ per diluted share after-tax, to settle a securities lawsuit from 1997, and the pre-tax gain on sale of an equity investment of $\$ 2.9$, or $\$ 0.05$ per diluted share after-tax.

* Percent change not meaningful.


## FORWARD LOOKING STATEMENTS

This news release contains certain forward-looking statements. Such forward-looking statements are subject to various risks and uncertainties, including the conditions of the children's book and instructional material markets and acceptance of the Company's product within those markets and other risks and factors identified from time to time in the Company's filings with the Securities and Exchange Commission. Actual results could differ materially from those currently anticipated.

| THREE MONTHS ENDED |  |  |
| :---: | :---: | :---: |
| 02/29/04 | 2/28/2003 (1) | VARIANCE |

Children's Book Publishing \& Distribution
Revenue

Operating profit
Operating margin

| $\$ 271.5$ | $\$ 269.6$ | $\$ 1.9$ | $1 \%$ |
| :---: | ---: | :---: | ---: |
| 11.4 | 23.0 | $(11.6)$ | $-50 \%$ |
| ----------------1 |  |  |  |
| $4.2 \%$ | $8.5 \%$ |  |  |

Educational Publishing
Revenue
Operating profit

| 69.4 | 65.0 | 4.4 | 7\% |
| :---: | :---: | :---: | :---: |
| 3.3 | (2.9) | 6.2 |  |
| 4.8\% | -4.5\% |  |  |

International
Revenue
Operating profit
Operating margin

| 87.6 | 70.0 | 17.6 | $25 \%$ |
| :---: | ---: | ---: | ---: |
| 1.3 | 0.8 | 0.5 | $68 \%$ |
| -------------------1. |  |  |  |
| $1.5 \%$ | $1.1 \%$ |  |  |

Media, Licensing and Advertising
Revenue
Operating profit/(loss)

Operating margin
Overhead Expense(3)

Operating income/(loss)

| $\begin{aligned} & 43.5 \\ & (1.1) \end{aligned}$ | $\begin{aligned} & 29.1 \\ & (1.6) \end{aligned}$ | $\begin{array}{r} 14.4 \\ 0.5 \end{array}$ | $\begin{aligned} & 49 \% \\ & 31 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| -2.5\% | -5.5\% |  |  |
| 17.2 | 15.4 | 1.8 | 12\% |
| (\$2.3) | \$3.9 | (\$6.2) | * |

(1) Reflects reclassification of Scholastic.com results to Children's Book Publishing \& Distribution and Educational Publishing from Media, Licensing \& Advertising.
(2) The nine-months ended February 29, 2004 includes pre-tax charges totaling $\$ 3.2$ which were allocated back to segments and recorded in the first and second quarters. These charges related to severance for staff reductions announced in May 2003, but implemented in Fiscal 2004.
(3) Overhead for the nine months ended February 28, 2003 includes a pre-tax charge of \$1.9 to settle a securities lawsuit from 1997.

* Percent change not meaningful.

| \$1,010.1 | \$848.2 | \$161.9 | 19\% |
| :---: | :---: | :---: | :---: |
| 90.0 | 88.0 | 2.0 | 2\% |
| 8.9\% | 10.4\% |  |  |


| 262.5 | 230.2 | 32.3 | $14 \%$ |
| :---: | ---: | ---: | ---: |
| 32.3 | 22.6 | 9.7 | $43 \%$ |
| --------------------1 |  |  |  |
| $12.3 \%$ | $9.8 \%$ |  |  |


| 267.5 | 230.4 | 37.1 | $16 \%$ |
| ---: | ---: | ---: | ---: |
| 18.8 | 12.0 | 6.8 | $57 \%$ |
| ---------------------1 |  |  |  |
| $7.0 \%$ | $5.2 \%$ |  |  |


| 106.3 | 92.1 | 14.2 | 15\% |
| :---: | :---: | :---: | :---: |
| (4.8) | (3.2) | (1.6) | -50\% |
| -4.5\% | -3.5\% |  |  |
| 55.0 | 54.2 | 0.8 | 1\% |
| \$81.3 | \$65.2 | \$16.1 | 25\% |

NINE MONTHS ENDED
2/29/2004 (2) 2/28/2003 (1) VARIANCE
$8.9 \% 10.4 \%$
9.8\%
$================================$

## SELECTED BALANCE SHEET ITEMS

Cash and cash equivalents
Accounts receivable, net
Inventories
Total debt (lines of credit and short-term debt, and long-term debt)
Total stockholders' equity

## SELECTED CASH FLOW ITEMS

Net cash provided by operating activities
Additions to property, plant and equipment
Pre-publication and production costs
Royalty advances

Free cash flow (cash use) (1)

|  | (UNAUDITED) |  |  |
| :---: | :---: | :---: | :---: |
| 02/29/04 | 02/28/03 | CH | NGE |
| \$21 | \$8 | \$13 | 169\% |
| 261 | 255 | 6 | 2\% |
| 484 | 444 | 40 | 9\% |
| 575 | 680 | (105) | -15\% |
| 820 | 755 | 65 | 9\% |

$\qquad$
NINE MONTHS ENDED

| (UNAUDITED) |  |  |
| :---: | :---: | :---: |
| 02/29/04 | 02/28/03 | CHANGE |


| \$119 | \$31 | \$88 | * |
| :---: | :---: | :---: | :---: |
| (27) | (63) | 36 | 57\% |
| (52) | (44) | (8) | -18\% |
| (18) | (25) | 7 | 28\% |
| \$22 | (\$101) | \$123 | * |

(1) Free cash flow is defined by the Company as net cash provided by operating activities, less spending on property, plant and equipment; pre-publication and production costs; and royalty advances. The Company believes this measure, which is a non-GAAP financial measure, is useful to investors as an indicator of cash flow available for debt repayment and other investing activities, such as acquisitions. The Company utilizes free cash flow as a further indicator of operating performance and for planning investing activities.

Percent change not meaningful.

