

FORM 10-Q

 UNITED STATES SECURITIES AND EXCHANGE COMMISSION
 WASHINGTON, D.C. 20549

☒ [X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)
 OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended

JUNE 30, 1997

or

☐ [] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d)
 OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from _____ to _____

COMMISSION FILE NUMBER 1-5667

CABOT CORPORATION
 (Exact name of registrant as specified in its charter)

DELAWARE 04-2271897
 (State of Incorporation) (I.R.S. Employer Identification No.)

75 STATE STREET 02109-1806
 BOSTON, MASSACHUSETTS (Zip Code)
 (Address of principal executive offices)

Registrant's telephone number, including area code: (617) 345-0100

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, and (2) has been subject to such filing requirements for the past 90 days.

YES X NO

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

AS OF JUNE 30, 1997, THE COMPANY HAD 68,986,867 SHARES OF COMMON
 STOCK, PAR VALUE \$1 PER SHARE, OUTSTANDING.

CABOT CORPORATION

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PART I. FINANCIAL INFORMATION
ITEM 1.

CABOT CORPORATION
CONSOLIDATED STATEMENTS OF INCOME
Three Months Ended June 30, 1997 and 1996

(Dollars in thousands)

UNAUDITED

| | 1997 | 1996 |
|--|-----------|-----------|
| | ---- | ---- |
| Revenues: | | |
| Net sales and other operating revenues | \$398,580 | \$457,318 |
| Interest and dividend income | 1,897 | 2,171 |
| | ----- | ----- |
| Total revenues | 400,477 | 459,489 |
| | ----- | ----- |
| Costs and expenses: | | |
| Cost of sales | 274,205 | 318,510 |
| Selling and administrative expenses | 53,463 | 50,842 |
| Research and technical service | 20,400 | 21,301 |
| Interest expense | 11,347 | 10,571 |
| Other charges, net | 3,309 | 5,107 |
| | ----- | ----- |
| Total costs and expenses | 362,724 | 406,331 |
| | ----- | ----- |
| Income before income taxes | 37,753 | 53,158 |
| Provision for income taxes | (13,591) | (19,668) |
| Equity in net income of affiliated companies | 5,222 | 4,091 |
| Minority interest | (634) | (1,831) |
| | ----- | ----- |
| Net income | 28,750 | 35,750 |
| Dividends on preferred stock, net of tax benefit of \$520 and \$635, respectively | (813) | (715) |
| | ----- | ----- |
| Income applicable to primary common shares | \$ 27,937 | \$ 35,035 |
| | ===== | ===== |
| Weighted average common shares outstanding (000): | | |
| Primary | 70,111 | 72,710 |
| Fully diluted (Note A) | 76,206 | 78,808 |
| Income per common share: | | |
| Primary | \$ 0.40 | \$ 0.48 |
| | ===== | ===== |
| Fully diluted (Note A) | \$ 0.37 | \$ 0.45 |
| | ===== | ===== |
| Dividends per common share | \$ 0.10 | \$ 0.09 |
| | ===== | ===== |

The accompanying notes are an integral part of these financial statements.

CABOT CORPORATION
CONSOLIDATED STATEMENTS OF INCOME
Nine Months Ended June 30, 1997 and 1996

(Dollars in thousands)

UNAUDITED

| | 1997 | 1996 |
|--|-------------|-------------|
| | ---- | ---- |
| Revenues: | | |
| Net sales and other operating revenues | \$1,229,369 | \$1,391,621 |
| Interest and dividend income | 5,189 | 6,886 |
| | ----- | ----- |
| Total revenues | 1,234,558 | 1,398,507 |
| | ----- | ----- |
| Costs and expenses: | | |
| Cost of sales | 859,515 | 968,942 |
| Selling and administrative expenses | 160,249 | 150,120 |
| Research and technical service | 63,844 | 53,955 |
| Interest expense | 31,607 | 31,205 |
| Other charges, net | 6,912 | 13,874 |
| | ----- | ----- |
| Total costs and expenses | 1,122,127 | 1,218,096 |
| | ----- | ----- |
| Income before income taxes | 112,431 | 180,411 |
| Provision for income taxes | (40,475) | (66,752) |
| Equity in net income of affiliated companies | 13,100 | 12,747 |
| Minority Interest | (1,813) | (4,390) |
| | ----- | ----- |
| Net income | 83,243 | 122,016 |
| Dividends on preferred stock, net of tax benefit of \$1,566 and \$1,585, respectively | (2,450) | (2,479) |
| | ----- | ----- |
| Income applicable to primary common shares | \$ 80,793 | \$ 119,537 |
| | ===== | ===== |
| Weighted average common shares outstanding (000): | | |
| Primary | 70,913 | 73,383 |
| Fully diluted (Note A) | 77,002 | 79,481 |
| Income per common share: | | |
| Primary | \$ 1.14 | \$ 1.63 |
| | ===== | ===== |
| Fully diluted (Note A) | \$ 1.06 | \$ 1.52 |
| | ===== | ===== |
| Dividends per common share | \$ 0.30 | \$ 0.27 |
| | ===== | ===== |

The accompanying notes are an integral part of these financial statements.

CABOT CORPORATION
CONSOLIDATED BALANCE SHEETS
June 30, 1997 and September 30, 1996

(Dollars in thousands)

ASSETS

| | June 30 1997 (Unaudited) ----- | September 30 1996 ----- |
|---|---|-------------------------------|
| Current assets: | | |
| Cash and cash equivalents | \$ 51,449 | \$ 58,148 |
| Accounts and notes receivable (net of reserve for doubtful accounts of \$5,011 and \$5,267) | 304,719 | 363,763 |
| Inventories: | | |
| Raw materials | 78,496 | 71,061 |
| Work in process | 64,926 | 72,914 |
| Finished goods | 71,013 | 72,163 |
| Other | 41,621 | 44,292 |
| | ----- | ----- |
| Total inventories | 256,056 | 260,430 |
| Prepaid expenses | 21,717 | 17,408 |
| Deferred income taxes | 11,063 | 10,034 |
| | ----- | ----- |
| Total current assets | 645,004 | 709,783 |
| | ----- | ----- |
| Investments: | | |
| Equity | 82,718 | 79,372 |
| Other | 151,643 | 95,680 |
| | ----- | ----- |
| Total investments | 234,361 | 175,052 |
| | ----- | ----- |
| Property, plant and equipment, at cost | 1,751,614 | 1,712,045 |
| Accumulated depreciation | (825,151) | (809,053) |
| | ----- | ----- |
| Net property, plant and equipment | 926,463 | 902,992 |
| | ----- | ----- |
| Other assets: | | |
| Intangible assets, net of amortization | 39,751 | 42,735 |
| Deferred income taxes | 2,648 | 2,402 |
| Other assets | 14,506 | 24,617 |
| | ----- | ----- |
| Total other assets | 56,905 | 69,754 |
| | ----- | ----- |
| Total assets | \$1,862,733 ===== | \$1,857,581 ===== |

The accompanying notes are an integral part of these financial statements.

CABOT CORPORATION
CONSOLIDATED BALANCE SHEETS
June 30, 1997 and September 30, 1996

(Dollars in thousands)

LIABILITIES & STOCKHOLDERS' EQUITY

| | June 30 1997 (Unaudited) | September 30 1996 |
|--|--------------------------------|----------------------|
| | ----- | ----- |
| Current liabilities: | | |
| Notes payable to banks | \$ 232,504 | \$ 233,779 |
| Current portion of long-term debt | 115,247 | 16,175 |
| Accounts payable and accrued liabilities | 216,156 | 250,749 |
| U.S. and foreign income taxes payable | 9,268 | 26,083 |
| Deferred income taxes | 1,012 | 918 |
| | ----- | ----- |
| Total current liabilities | 574,187 | 527,704 |
| | ----- | ----- |
| Long-term debt | 291,893 | 321,497 |
| Deferred income taxes | 97,373 | 88,320 |
| Other liabilities | 145,989 | 147,991 |
| Commitments and contingencies (Note B) | | |
| Minority interest | 24,810 | 27,138 |
| Stockholders' Equity (Note C): | | |
| Preferred Stock: | | |
| Authorized: 2,000,000 shares of \$1 par value | | |
| Series A Junior Participating Preferred Stock | | |
| Issued and outstanding: none | | |
| Series B ESOP Convertible Preferred Stock 7.75% Cumulative | | |
| Issued: 75,336 shares (aggregate redemption value | | |
| of \$69,865 and \$71,193) | 75,336 | 75,336 |
| Less cost of shares of preferred treasury stock | (8,340) | (6,565) |
| Common stock: | | |
| Authorized: 200,000,000 shares of \$1 par value | | |
| Issued: 135,549,936 shares | 135,550 | 135,550 |
| Additional paid-in capital | 24,841 | 23,618 |
| Retained earnings | 1,236,485 | 1,176,708 |
| Less cost of common treasury stock | | |
| (including unearned amounts of \$8,782 and \$16,611) | (712,354) | (650,981) |
| Deferred employee benefits | (62,974) | (64,283) |
| Unrealized gain on marketable securities | 48,752 | 29,874 |
| Foreign currency translation adjustments | (8,815) | 25,674 |
| | ----- | ----- |
| Total stockholders' equity | 728,481 | 744,931 |
| | ----- | ----- |
| Total liabilities and stockholders' equity | \$1,862,733 | \$1,857,581 |
| | ===== | ===== |

The accompanying notes are an integral part of these financial statements.

CABOT CORPORATION
CONSOLIDATED STATEMENTS OF CASH FLOWS
Nine Months Ended June 30, 1997 and 1996

(Dollars in thousands)
UNAUDITED

| | 1997 | 1996 |
|--|-----------|------------|
| | ---- | ---- |
| CASH FLOWS FROM OPERATING ACTIVITIES: | | |
| Net income | \$ 83,243 | \$ 122,016 |
| Adjustments to reconcile net income to cash provided by operating activities: | | |
| Depreciation and amortization | 81,199 | 73,194 |
| Deferred tax provision | (1,586) | 123 |
| Equity in net income of affiliated companies, net of dividends received | (4,460) | (1,384) |
| Other, net | 7,520 | 6,969 |
| Changes in assets and liabilities, net of consolidation of equity affiliates: | | |
| Increase in accounts receivable | (38,044) | (11,703) |
| Increase in inventory | (2,497) | (38,635) |
| Decrease in accounts payable and accruals | (15,492) | (24,924) |
| (Increase)/Decrease in prepayments and intangible assets | (495) | 2,029 |
| Decrease in income taxes payable | (17,391) | (44,252) |
| Other, net | 2,043 | (1,652) |
| | ----- | ----- |
| Cash provided by operating activities | 94,040 | 81,781 |
| | ----- | ----- |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | |
| Additions to plant, property and equipment | (131,888) | (134,871) |
| Investments and acquisitions | (21,387) | (52,639) |
| Purchases of available-for-sale securities | (11,271) | -- |
| Cash provided from consolidation of equity affiliates | -- | 9,306 |
| Sales of property, plant and equipment | 35,000 | 2,621 |
| Other | 552 | 1,223 |
| | ----- | ----- |
| Cash used by investing activities | (128,994) | (174,360) |
| | ----- | ----- |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | |
| Proceeds from long-term debt | 90,000 | 11,258 |
| Repayments of long-term debt | (16,145) | (27,568) |
| Increase in short-term debt | 48,147 | 170,884 |
| Purchases of treasury stock | (72,896) | (102,709) |
| Sales and issuance of treasury stock | 4,175 | 8,828 |
| Cash dividends paid to stockholders | (23,466) | (23,742) |
| | ----- | ----- |
| Cash provided by financing activities | 29,815 | 36,951 |
| | ----- | ----- |
| Effect of exchange rate changes on cash | (1,560) | (225) |
| | ----- | ----- |
| Decrease in cash and cash equivalents | (6,699) | (55,853) |
| Cash and cash equivalents at beginning of period | 58,148 | 90,792 |
| | ----- | ----- |
| Cash and cash equivalents at end of period | \$ 51,449 | \$ 34,939 |
| | ===== | ===== |

The accompanying notes are an integral part of these financial statements.

CABOT CORPORATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
June 30, 1997

A. SIGNIFICANT ACCOUNTING POLICIES

Principles of Consolidation

The consolidated financial statements include the accounts of Cabot Corporation and majority-owned and controlled domestic and foreign subsidiaries. Investments in majority-owned affiliates where control does not exist and investments in 20 percent to 50 percent-owned affiliates are accounted for on the equity method. Intercompany transactions have been eliminated.

The financial statements have been prepared in accordance with the requirements of Form 10-Q and consequently do not include all disclosures required by Form 10-K. Additional information may be obtained by referring to the Company's Form 10-K for the year ended September 30, 1996.

The financial information submitted herewith is unaudited and reflects all adjustments which are, in the opinion of management, necessary to provide a fair statement of the results for the interim periods ended June 30, 1997 and 1996. All such adjustments are of a normal recurring nature. The results for interim periods are not necessarily indicative of the results to be expected for the fiscal year.

Earnings Per Share

The computation of fully diluted earnings per share considers the conversion of the Company's Series B ESOP Convertible Preferred Stock held by the Company's Employee Stock Ownership Plan, and also includes the potentially dilutive effects of the Company's Equity Incentive Plan adopted in 1989 and the 1996 Equity Incentive Plan.

In February 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 128, Earnings per Share (SFAS 128), which is effective for periods ending after December 15, 1997, including interim periods. This statement attempts to simplify current standards used in the United States for computing earnings per share ("EPS") and make them more comparable with international standards.

SFAS 128 replaces APB Opinion 15 and related interpretations (APB 15). SFAS 128 simplifies the computation of EPS by replacing the presentation of primary earnings per share with a presentation of basic EPS. Basic EPS includes no dilution and is computed by dividing income available to common stockholders by the weighted-average number of common shares outstanding for the period. Diluted EPS reflects the potential dilution of securities that could share in the earnings of an entity, similar to fully diluted EPS under APB 15. While management has not calculated the impact of the new standard, it is not expected to be material.

B. COMMITMENTS AND CONTINGENCIES

The Company has various lawsuits, claims and contingent liabilities. In the opinion of the Company, although final disposition of all of its suits and claims may impact the Company's financial statements in a particular period, they should not, in the aggregate, have a material adverse effect on the Company's financial position.

| | | | | | | | |
|--------------------------|------------|-------------|------------|------------|----------|------------|-----------|
| Balance at June 30, 1997 | 66,563,069 | \$(703,572) | \$ (8,782) | \$(62,974) | \$48,752 | \$ (8,815) | \$728,481 |
| | ===== | ===== | ===== | ===== | ===== | ===== | ===== |

CABOT CORPORATION

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

I. RESULTS OF OPERATIONS

Sales and operating profit by industry segment are shown in the accompanying table on page 13.

THREE MONTHS ENDED JUNE 30, 1997 VERSUS
THREE MONTHS ENDED JUNE 30, 1996

Net income for the third quarter of fiscal year 1997 was \$28.7 million (\$0.37 per fully diluted common share), compared to \$33.4 million (\$0.42 per fully diluted common share), excluding the results of a divested business, in the same quarter a year ago. Net sales and other operating revenues increased 3% to \$398.6 million from last year's \$388.0 million on the same basis. Operating profit was \$55.9 million for the quarter compared to \$67.7 million in the same quarter a year ago. To form a comparative basis, 1996 amounts exclude the results of TUCO INC. ("TUCO"), the Company's former coal handling subsidiary. TUCO was divested in September, 1996. For the three months ended June 30, 1996, TUCO revenues and operating profit were \$69.3 million and \$3.6 million, respectively (\$0.03 per fully diluted common share).

In the Specialty Chemicals and Materials Group, sales for the three month period ended June 30, 1997 increased 4% to \$372.4 million from \$359.7 million last year, on 12% greater volumes. Volumes during the quarter were greater than the year ago period in each of the Company's chemical businesses. Overall, global volumes in the Company's carbon black business increased 12%. However, lower year-to-year selling prices in certain carbon black markets offset the effect of increased volumes. Lower selling prices affected earnings primarily in the Company's European and Pacific Asia carbon black markets. Prices in the European and Pacific Asia markets were down 6% and 11% year-to-year, respectively.

The Group reported operating profit of \$58.7 million for the third quarter, compared to \$68.6 million for the third quarter of 1996. The decrease in operating profit was primarily the result of a decline in the financial performance of the Company's carbon black business. Lower selling prices, coupled with higher feedstock costs as a result of the continued strengthening of the U.S. dollar, resulted in reduced margins year-to-year in the Company's European and Pacific Asia carbon black markets. In North America, the effect of 8% greater volumes during the quarter was more than offset by higher plant operating costs associated with implementing new production technologies and higher depreciation charges resulting primarily from environmental compliance investments.

The Company's Performance Materials Division ("CPM"), which manufactures high grade tantalum products, experienced an 8% increase in volume in the third quarter compared to the same quarter a year ago resulting from increased demand from the U.S. electronics industry. CPM reported a positive year-to-year earnings comparison, its first since the second quarter of 1996. Although margins were squeezed by increased ore costs, cost savings initiatives put into place during the first and second quarters of the current fiscal year resulted in the favorable earnings comparison.

The Cab-O-Sil fumed silica business experienced a 9% increase in global volumes in the third quarter versus the third quarter of 1996. Greater volumes were offset somewhat by increased operating costs caused by higher than normal maintenance costs and increased investments in research and development.

Research and development and marketing costs associated with new products were flat in the third quarter compared to the third quarter a year ago. The Company spent approximately \$2 million less on carbon black projects and \$2 million more on other new business initiatives.

In the Energy Group, sales for the quarter ended June 30, 1997 decreased 7% from \$28.3 million in 1996 to \$26.2 million. A \$2.8 million loss was reported, compared with a loss of \$0.9 million in the third

CABOT CORPORATION

Management's Discussion and Analysis of
Financial Condition and Results of Operations (Continued)THREE MONTHS ENDED JUNE 30, 1997 VERSUS
THREE MONTHS ENDED JUNE 30, 1996 (CONTINUED)

quarter of 1996. As noted above, the amounts discussed here for 1996 exclude the results of TUCO. Volumes of the liquefied natural gas ("LNG") business were flat from the year ago quarter. A warm winter caused lower gas prices in the Northeast U.S. during the quarter and lower demand for storage refill.

NINE MONTHS ENDED JUNE 30, 1997 VERSUS
NINE MONTHS ENDED JUNE 30, 1996

The Company has reported negative year-to-year earnings comparisons for each of the first three quarters of the year. This has been caused by carbon black pricing in Europe and Pacific Asia, by the effect of a strong U.S. dollar, and by our continued commitment to fund new product development. Due to volume increases in the Company's chemical businesses during the year, we have narrowed the unfavorable earnings variance in each successive quarter.

For the nine months ended June 30, 1997, net income was \$83.2 million (\$1.06 per fully diluted common share) compared to \$113.6 million (\$1.41 per fully diluted common share), excluding the results of a divested business, in the same period a year ago. Net sales increased 4% to \$1,229.4 million from \$1,185.8 million last year on the same basis. To form a comparative basis, 1996 amounts exclude the results of TUCO. For the nine months ended June 30, 1996, TUCO revenues and operating profit were \$205.8 million and \$10.0 million, respectively (\$0.08 per fully diluted common share). Also excluded from the 1996 results is a \$3.3 million gain associated with the reduction of the Company's ownership interest in the Trinidad liquefaction joint venture (\$0.03 per fully diluted common share).

In the Specialty Chemicals and Materials Group, sales for the nine month period ended June 30, 1997 decreased slightly to \$1,071.8 million from \$1,074.0 million in the same period a year ago. Overall chemical sales volumes were favorable year-to-year, particularly in the third quarter. However, the earnings effect of increased volumes was more than offset by reduced selling prices, primarily in the Company's European and Pacific Asia carbon black businesses.

Operating profit for the Group decreased 28% to \$153.5 million from \$212.8 million last year. As stated above, weaker carbon black pricing in Europe and Pacific Asia, the effects of a strong U.S. dollar and higher new product development spending accounted for most of the earnings decrease. Increased research and development and marketing costs associated with new product development and new business and market development initiatives accounted for approximately \$14 million of the year-to-year operating profit decrease. Operating profits were affected most by price reductions made during the year and higher year-to-year feedstock costs (in local currency terms), which the Company did not recover from its customers in its European and Pacific Asia carbon black businesses. Also contributing to the negative earnings were volume declines experienced by CPM during the first half of the fiscal year due to the lingering effects of the slowdown of the U.S. electronics industry. However, increased demand in the U.S. electronics industry accounted for 8% greater volumes in CPM during the third quarter versus the same quarter of last year.

In the Energy Group, sales increased 41% to \$157.6 million from \$111.8 million and operating profit improved 55% to \$10.4 million from \$6.7 million in the same period a year ago. As noted above, the results discussed here for 1996 exclude the results of TUCO and the \$3.3 million gain. Operating results improved largely due to higher gas prices and greater availability of LNG.

On June 30, 1997 Atlantic LNG Company of Trinidad and Tobago ("Atlantic LNG") signed a \$600 million loan agreement to finance the construction of its LNG export facility in Trinidad. Construction on the

CABOT CORPORATION

Management's Discussion and Analysis of
Financial Condition and Results of Operations (Continued)

NINE MONTHS ENDED JUNE 30, 1997 VERSUS
NINE MONTHS ENDED JUNE 30, 1996 (CONTINUED)

Trinidad project began in the second quarter of 1996. First production is expected in the second quarter of 1999. Cabot LNG Corporation, the Company's wholly-owned subsidiary, owns 10% of Atlantic LNG and holds purchase contracts for 60 percent of the Atlantic LNG plant's design capacity output.

The Company's effective tax rate was 36% compared to 37% for the same period a year ago.

II. CASH FLOWS AND LIQUIDITY

During the first nine months of the year the Company's operations provided \$94.0 million of cash compared to \$81.8 million last year. The increase year-to-year is due primarily to reduced tax payments and a smaller increase in inventory compared to last year, which were partially offset by lower net income and increased accounts receivable.

Capital spending and investments for the first nine months of the year totaled \$164.5 million. The Company plans to spend approximately \$210 million for the fiscal year. The major components of the 1997 capital program include expenditures on new carbon black capacity to support the contracts with U.S. tire manufacturers, Clean Air Act compliance, differentiated product manufacturing capabilities, new business expansion and normal plant maintenance. In light of softened demand in certain markets, the Company has deferred several capital projects during the year. During the third fiscal quarter, the Company exercised its rights to purchase 642,232 shares of common stock of K N Energy, Inc. ("KN Energy") for \$11.3 million. At June 30, 1997, the Company owned approximately 3 million shares of KN Energy representing 9.5% of KN Energy's outstanding common shares.

Effective September 30, 1996, the Company sold its TUCO subsidiary for \$77 million. Accordingly, during the first quarter of fiscal year 1997, the Company received \$35 million in cash, which included \$8 million of working capital adjustments, and \$50 million in the form of a debt repayment on the Company's behalf from the buyer.

On February 6, 1997, the Company issued \$90 million of medium-term notes maturing from 2004 to 2011 with a weighted average interest rate of approximately 7%. The proceeds from the issuance were used to repay short-term debt.

During the first nine months of the year, the Company repurchased approximately 2.6 million shares of its common stock. These purchases were funded with the proceeds from the sale of its TUCO subsidiary and short-term borrowings. On May 9, 1997, the Company's Board of Directors authorized the repurchase of 4 million shares of its common stock and revoked the May 1996 repurchase authorization with respect to shares not already purchased pursuant to such authorization. At June 30, 1997 approximately 3.8 million shares remained under the May 1997 repurchase authorization.

The Company's ratio of total debt (including short-term debt net of cash) to capital increased to 44% at June 30, 1997 from 40% at September 30, 1996.

In January, 1997 the Company renegotiated its line of credit agreement. The facility was increased to \$300 million from \$250 million and was extended to January 3, 2002. Management expects cash from operations and present financing arrangements, including the Company's unused line of credit of \$300 million, to be sufficient to meet the Company's cash requirements for the foreseeable future.

CABOT CORPORATION

Management's Discussion and Analysis of
Financial Condition and Results of Operations (Continued)

(Dollars in millions, except per share amounts)

UNAUDITED

| | Three Months Ended | | Nine Months Ended | |
|--|--------------------|---------|-------------------|-----------|
| | 6/30/97 | 6/30/96 | 6/30/97 | 6/30/96 |
| Industry Segment Data | | | | |
| ----- | | | | |
| Sales: | | | | |
| Specialty Chemicals and Materials | \$372.4 | \$359.7 | \$1,071.8 | \$1,074.0 |
| Energy | 26.2 | 97.6 | 157.6 | 317.6 |
| | ----- | ----- | ----- | ----- |
| Net sales | \$398.6 | \$457.3 | \$1,229.4 | \$1,391.6 |
| | ===== | ===== | ===== | ===== |
| Operating profit: | | | | |
| Specialty Chemicals and Materials | \$ 58.7 | \$ 68.6 | \$ 153.5 | \$ 212.8 |
| Energy | (2.8) | 2.7 | 10.4 | 20.0 |
| | ----- | ----- | ----- | ----- |
| Total operating profit | 55.9 | 71.3 | 163.9 | 232.8 |
| Interest expense | (11.4) | (10.6) | (31.6) | (31.2) |
| General corporate/other expenses | (6.8) | (7.6) | (19.9) | (21.2) |
| | ----- | ----- | ----- | ----- |
| Income before income taxes | 37.7 | 53.1 | 112.4 | 180.4 |
| Provision for income taxes | (13.6) | (19.7) | (40.5) | (66.7) |
| Equity in net income of affiliated companies | 5.2 | 4.1 | 13.1 | 12.7 |
| Minority interest | (0.6) | (1.8) | (1.8) | (4.4) |
| | ----- | ----- | ----- | ----- |
| Net income | 28.7 | 35.7 | 83.2 | 122.0 |
| Dividends on preferred stock | (0.8) | (0.7) | (2.4) | (2.5) |
| | ----- | ----- | ----- | ----- |
| Income applicable to primary common shares | \$ 27.9 | \$ 35.0 | \$ 80.8 | \$ 119.5 |
| | ===== | ===== | ===== | ===== |
| Income per common share: | | | | |
| Primary | \$ 0.40 | \$ 0.48 | \$ 1.14 | \$ 1.63 |
| | ===== | ===== | ===== | ===== |
| Fully diluted | \$ 0.37 | \$ 0.45 | \$ 1.06 | \$ 1.52 |
| | ===== | ===== | ===== | ===== |

PART II. OTHER INFORMATION

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

The exhibit numbers in the following list correspond to the number assigned to such exhibits in the Exhibit Table of Item 601 of Regulation S-K.

| Exhibit Number | Description |
|-------------------|---|
| 11 | Statement Regarding Computation of Per Share Earnings, filed herewith. |
| 12 | Statement Regarding Computation of Ratio of Earnings to Fixed Charges, filed herewith. |
| 27 | Financial Data Schedule, filed herewith. (Not included with printed copy of the Form 10-Q.) |

(b) Reports on Form 8-K

No report on Form 8-K was filed by the Company during the three months ended June 30, 1997.

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.

CABOT CORPORATION

Date: August 14, 1997

/s/ Robert L. Culver

Robert L. Culver
Executive Vice President and
Chief Financial Officer

Date: August 14, 1997

/s/ William T. Anderson

William T. Anderson
Assistant Controller/Acting Controller
(Chief Accounting Officer)

CABOT CORPORATION AND CONSOLIDATED SUBSIDIARIES

STATEMENT REGARDING COMPUTATION OF PER SHARE EARNINGS
 For the three month period ended June 30, 1997
 (In thousands, except per share amounts)

| | Primary ----- | Fully Diluted ----- |
|---|-------------------|------------------------|
| Shares of common stock outstanding at April 1, 1997, less treasury stock | 69,847 | 69,847 |
| Plus net weighted shares of treasury stock purchased | (624) | (624) |
| Plus common stock equivalents: | | |
| Effect of convertible preferred stock conversion | | 6,018 |
| Effect of equity incentive awards | 888 | 965 |
| | ----- | ----- |
| Weighted average shares outstanding | 70,111 ===== | 76,206 ===== |
| Income applicable to common shares | \$27,937 | \$27,937 |
| Dividends on preferred stock | | 813 |
| Preferred stock conversion compensation shortfall | | (446) |
| Earnings applicable to common shares | \$27,937 ===== | \$28,304 ===== |
| Earnings per common share | \$ 0.40 ===== | \$ 0.37 ===== |

CABOT CORPORATION AND CONSOLIDATED SUBSIDIARIES

STATEMENT REGARDING COMPUTATION OF PER SHARE EARNINGS
 For the nine month period ended June 30, 1997
 (In thousands, except per share amounts)

| | Primary ----- | Fully Diluted ----- |
|--|-------------------|------------------------|
| Shares of common stock outstanding at October 1, 1996 less treasury stock | 71,589 | 71,589 |
| Plus net weighted shares of treasury stock purchased | (1,570) | (1,570) |
| Plus common stock equivalents: | | |
| Effect of convertible preferred stock conversion | | 6,018 |
| Effect of equity incentive awards | 894 | 965 |
| | ----- | ----- |
| Weighted average shares outstanding | 70,913 ===== | 77,002 ===== |
| Income applicable to common shares | \$80,793 | \$80,793 |
| Dividends on preferred stock | | 2,450 |
| Preferred stock conversion compensation shortfall | | (1,349) |
| Earnings applicable to common shares | \$80,793 ===== | \$81,894 ===== |
| Earnings per common share | \$ 1.14 ===== | \$ 1.06 ===== |

CABOT CORPORATION AND CONSOLIDATED SUBSIDIARIES

STATEMENT REGARDING COMPUTATION OF RATIO OF EARNINGS TO FIXED CHARGES
(Dollars in thousands)

| | Nine Months ended June 30, 1997 | Years ended September 30 | | | | |
|---|---------------------------------------|--------------------------|-----------|-----------|-----------|-----------|
| | ----- | 1996 | 1995 | 1994 | 1993 | 1992 |
| | ----- | ---- | ---- | ---- | ---- | ---- |
| Earnings: | | | | | | |
| Pre-tax income from continuing operations | \$112,431 | \$279,834 | \$256,029 | \$118,325 | \$ 67,900 | \$116,599 |
| Distributed income of affiliated companies | 8,640 | 11,173 | 11,699 | 5,638 | 5,988 | 5,766 |
| Add fixed charges: | | | | | | |
| Interest on indebtedness | 31,607 | 41,718 | 35,639 | 41,668 | 44,043 | 41,714 |
| Portion of rents representative of the interest factor | 3,628 | 4,837 | 5,515 | 5,879 | 4,838 | 4,933 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Income as adjusted | \$156,306 | \$337,562 | \$308,882 | \$171,510 | \$122,769 | \$169,012 |
| Fixed charges: | | | | | | |
| Interest on indebtedness | \$ 31,607 | \$ 41,718 | \$ 35,639 | \$ 41,668 | \$ 44,043 | \$ 41,714 |
| Capitalized interest | | | | | | 3,963 |
| Portion of rents representative of the interest factor | 3,628 | 4,837 | 5,515 | 5,879 | 4,838 | 4,933 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Total fixed charges | \$ 35,235 | \$ 46,555 | \$ 41,154 | \$ 47,547 | \$ 48,881 | \$ 50,610 |
| Ratio of earnings to fixed charges | 4.44 | 7.25 | 7.51 | 3.61 | 2.51 | 3.34 |
| | ===== | ===== | ===== | ===== | ===== | ===== |

3-MOS
SEP-30-1997
JUN-30-1997
51,449
0
309,730
5,011
256,056
645,004
1,751,614
825,151
1,862,733
574,187
291,893
0
75,336
135,550
1,261,326
1,862,733
398,580
400,477
274,205
274,205
77,172
0
11,347
37,753
13,591
28,750
0
0
0
28,750
0.40
0.37