## FORM 11-K

(Mark One)
[X] ANNUAL REPORT PURSUANT TO SECTION 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended December 31, 1997

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

For the transition period from to

Commission file number 33-47073
A. Full title of the plan and the address of the plan, if different from that of the issuer named below:

The Scotts Company
Profit Sharing and Savings Plan
B. Name of issuer of the securities held pursuant to the plan and the address of its principle executive office:

The Scotts Company 14111 Scottslawn Road Marysville, Ohio 43041

The following financial statements and schedules for The Scotts Company Profit Sharing and Savings Plan are being filed herewith:

## Description <br> ----------

Page No.

## -----

Report of Independent Accountants

## Financial Statements:

Statements of Net Assets Available for Benefits
as of December 31, 1997 and 1996
Statements of Changes in Net Assets Available for Benefits
for the years ended December 31, 1997 and 1996
Notes to the Financial Statements 7-14
Supplemental Schedules:
Item 27(a) - Schedule of Assets Held for Investment Purposes as of December 31, 1997

Item 27(d) - Schedule of Reportable Transactions for the year ended December 31, 1997

NOTE: Supplemental schedules required by the Employee Retirement Income Security Act of 1974 that have not been included here are not applicable to The Scotts Company Profit Sharing and Savings Plan.

The Plan. Pursuant to the requirements of the Securities Exchange Act of 1934, the trustees (or other persons who administer the employee benefit plan) have duly caused this annual report to be signed on its behalf by the undersigned hereunto duly authorized.

THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN

## Date: <br> June 29, 1998

s/ ROSEMARY SMITH
Vice President, Human Resources Plan Administration Committee The Scotts Company Profit Sharing and Savings Plan

To the Administrative Committee of The Scotts Company Profit Sharing and Savings Plan Marysville, Ohio

We have audited the accompanying statements of net assets available for benefits of The Scotts Company Profit Sharing and Savings Plan (the Plan) as of December 31, 1997 and 1996, and the related statements of changes in net assets available for benefits for the years then ended. These financial statements are the responsibility of the Plan's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the net assets available for benefits of the Plan as of December 31, 1997 and 1996, and changes in net assets available for benefits for the years then ended in conformity with generally accepted accounting principles.

Our audits were performed for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplemental schedules of assets held for investment purposes and reportable transactions are presented for the purpose of additional analysis and are not a required part of the basic financial statements but are supplementary information required by the Department of Labor's Rules and Regulations for Reporting and Disclosure under the Employee Retirement Income Security Act of 1974. The supplemental schedules have been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, are fairly stated in all material respects in relation to the basic financial statements taken as a whole.

THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN

STATEMENTS OF NET ASSETS AVAILABLE FOR BENEFITS
as of December 31, 1997 and 1996

|  | 1997 | 1996 |
| :---: | :---: | :---: |
| Assets: |  |  |
| Cash and cash equivalents (see Note 9) | \$65, 744, 292 | \$ 2, 957, 035 |
| Investments, at fair value: |  |  |
| Equity securities | 2,424, 046 | 47,635,915 |
| Fixed income securities | 9,239 | 7,241,425 |
| Loans to participants | 634,915 | 610,333 |
| Mutual funds | 4, 273,812 | 4,452,797 |
| Guaranteed investment contracts | 1,244,422 | 1,370,350 |
| Pooled seperate investment account | 1,562,696 | 1,010,614 |
| Employer contribution receivable | 1,104,640 |  |
| Accrued interest | 160, 761 | 170,906 |
| Total assets | 77,158, 823 | 65,449,375 |
| Liabilities: |  |  |
| Payable for purchase of investments |  | 57,375 |
| Accrued expenses |  | 20,695 |
| Total liabilities |  | 78,070 |
| Net assets available for benefits | \$77, 158, 823 | \$65, 371, 305 |

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

THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN
STATEMENTS OF CHANGES IN NET ASSETS AVAILABLE FOR BENEFITS
for the years ended December 31, 1997 and 1996

|  | 1997 | 1996 |
| :---: | :---: | :---: |
| Increases: |  |  |
| Interest and dividends | \$ 2, 047, 082 | \$ 2,218, 325 |
| Net appreciation in fair value of investments | 13,642, 244 | 8,337,424 |
| Employer contributions | 1,104,640 |  |
| Employee contributions | 3,225,777 | 2,499,131 |
| Total increases | 20, 019, 743 | 13, 054,880 |
| Decreases: |  |  |
| Distributions | 7,912,454 | 6,929,249 |
| Investment management and administrative fees | 319,771 | 292,470 |
| Total decreases | 8,232,225 | 7,221,719 |
| Net increase in net assets available for benefits | 11, 787, 518 | 5,833,161 |
| Net assets available for benefits, beginning of year | 65,371,305 | 59,538,144 |
| Net assets available for benefits, end of year | \$77,158, 823 | \$65,371, 305 |

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

THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN

## NOTES TO THE FINANCIAL STATEMENTS

## 1. PLAN DESCRIPTION:

The Scotts Company (the Company) Profit Sharing and Savings Plan (the Plan) is a contributory defined contribution benefit plan. A summary plan description is provided to every eligible participant and includes significant provisions of the Plan, including eligibility, participant and company contribution limits, and distribution of benefits.

Associates of the Company become participants of the Plan on the first day of the month immediately following or coincident with their date of employment. Associates are not eligible to receive any portion of the employer contribution until they have completed one year of service. Associates must complete 1,000 hours of service in order to be credited with one year of eligibility service. The annual employer contribution is determined at the discretion of the Board of Directors and is allocated to participants proportionately based upon their eligible wages. In lieu of all employer contributions being made to the Plan, participants may elect to receive one-half of the otherwise employer contribution in cash directly from the Company. The Plan also provides for participant tax-deferred savings contributions up to $15 \%$ of eligible wages. Aggregate contributions may not exceed the limit specified by the Internal Revenue Code. Participants are always fully vested in their contributions to the Plan, as well as the employer's contribution to the Plan on their behalf.

The Plan provides for maintenance of five separate funds, as follows:
A. GROWTH AND INCOME FUND: Assets may be invested in common or capital stock, bonds, notes, debentures or preferred stock, real estate, mortgages secured by real estate, interests in commingled trust funds, cash equivalents, and Company common stock.
B. SCOTTS STOCK FUND: Assets consist entirely of Company common stock and cash equivalents.
C. BOND FUND: Assets may be invested in certificates of deposit and interest-bearing savings accounts with recognized financial institutions, short-term obligations of the U.S. government, corporate obligations rated "A" or higher maturing in 10 years or less, prime rate commercial paper of less than one-year maturity, and cash equivalents.
D. CASH MANAGEMENT FUND: Assets may be invested in short-term money market investments with a high degree of marketability and liquidity. These investments include, but are not limited to, commercial paper, demand notes, and short-term obligations of the U.S. government of less than 90-days maturity.
E. LOANS TO PARTICIPANTS: Assets consist of loans made to participants from their savings contribution account. Participants are permitted to borrow no more than the lesser of $\$ 50,000$, reduced by the excess of the highest outstanding balance of Plan loans during the previous year, or $50 \%$ of the value of the participants' accounts. Interest paid on the loans is included as income to the fund. Interest rates range from 7.0\% to 10.0\%.

Additionally, the Plan also has the following 2 funds which can be invested in by employees of Scotts Miracle-Gro Products, Inc., a wholly owned subsidiary of the Company:
i. GUARANTEED INVESTMENT CONTRACTS: Assets consist entirely of MassMutual guaranteed investments contracts.
ii. POOLED SEPARATE INVESTMENT ACCOUNT: Assets consist entirely of units of participation in the MassMutual Core Equity Fund.

THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN
NOTES TO THE FINANCIAL STATEMENTS, CONTINUED

Participants can change their contribution levels and/or their investment selection on a quarterly basis. The Plan entitles participants to retirement, death benefits, hardship withdrawals, and in-service distributions. The amount of the retirement and death benefits are equal to the undistributed balance in the participants' accounts determined as of the applicable valuation date as defined in the Plan. The Plan allows for in-service distributions to participants who have completed more than five years of participation in the Plan and attained age 59 1/2. Hardship distributions of participants' savings contributions are allowed when the participant has met the Internal Revenue Service criteria for hardship. Loans can be made to participants from their savings contribution account subject to the terms of the Plan.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. BASIS OF ACCOUNTING: The financial statements have been prepared under the accrual method of accounting.
B. INVESTMENT VALUATION: Investments other than participant loans and investment contracts are stated at quoted market values. Loans to participants are valued at cost, which approximates market value. The Plan's Guaranteed Investment Contracts with MassMutual are valued based on the contract value, which approximates fair value. Contract value represents contributions made under the contract, plus earnings, less withdrawls and administrative expenses. The contracts provide for a guaranteed return on principal. The guaranteed return is adjusted annually based on the actual return of the asset pool. Purchases and sales of investments are reflected on a trade-date basis.

Gains and losses on sales of investments are based on specific identification of cost. Dividend income is recorded on the ex-dividend date. Income from other investments is recorded as earned on the accrual basis.

The Plan presents in the statement of changes in net assets available for benefits the net appreciation in the fair value of its investments, which consists of the realized gains or losses and the unrealized appreciation (depreciation) on those investments.
C. EXPENSES: All administrative expenses are paid by the Plan.
D. USE OF ESTIMATES: The preparation of the Plan's financial statements in conformity with generally accepted accounting principles requires the plan administrator to make significant estimates and assumptions that affect the reported amounts of net assets available for benefits at the date of the financial statements and the changes in net assets available for benefits during the reporting period and, when applicable, disclosures of contingent assets and liabilities at the date of the financial statements. Actual results could differ from those estimates.
E. RISKS AND UNCERTAINTIES: The Plan provides for various investment options in any combination of stocks, bonds, fixed income securities, and other investment securities. Investment securities are exposed to various risks, such as interest rate, market, and credit

THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN
NOTES TO THE FINANCIAL STATEMENTS, CONTINUED

> risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect participants' account balances and the amounts reported in the statement of net assets available for benefits.
3. INVESTMENTS IN THE SCOTTS COMPANY:

At December 31, 1997 and 1996, the Plan had investments in the Company's common stock, as follows:

|  | 1997 |  |  | 1996 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SHARES |  | IR MARKET VALUE | SHARES |  | R MARKET VALUE |
| Growth and Income Fund |  |  |  | 250,500 | \$ | 4,978,688 |
| Scotts Stock Fund | 80,130 | \$ | 2,423,933 | 81,190 |  | 1,613,651 |
|  | 80,130 | \$ | 2,423,933 | 331,690 | \$ | 6,592,339 |

The Company's common stock is valued at quoted market prices, which were $\$ 30.25$ and $\$ 19.88$ per share at December 31, 1997 and 1996, respectively.

THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN
NOTES TO THE FINANCIAL STATEMENTS, CONTINUED

## 4. STATEMENTS OF CHANGES IN NET ASSETS AVAILABLE FOR BENEFITS WITH FUND INFORMATION:

Changes in net assets available for benefits for the years ended December 31, 1997 and 1996, summarized by investment fund, are as follows:



Net assets available for benefits,
beginning of year

| 1,010,614 | 1,370,350 | 65,371,305 |
| :---: | :---: | :---: |
|  |  |  |

Net assets available for benefits,
end of year
\$ 1,562,696 \$ 1,244,422 \$ 1,104, 640
 \$77,158, 823 ==========

THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN
NOTES TO THE FINANCIAL STATEMENTS, CONTINUED
Increases:
Interest and dividends
Net appreciation (depreciation) in fair value of investments
Employee contributions

Employee contributions

Total increases

Decreases:
Distributions
Investment management and administrative fees

Total decreases

Net increase (decrease) in net assets available for benefits

Participant exchanges among funds

Net assets available for benefits, beginning of year

Net assets available for benefits, end of year

## Increases

Interest and dividends
Net appreciation (depreciation) in fair value of investments Employee contributions

Total increases

## Decreases

Distributions
Investment management and administrative fees

Total decreases

Net increase (decrease) in net assets available for benefits

Participant exchanges among funds

Net assets available for benefits, beginning of year

1996

| 1996 |  |  |  |
| :---: | :---: | :---: | :---: |
| GROWTH AND INCOME FUND | SCOTTS STOCK FUND | BOND FUND | $\begin{gathered} \text { CASH } \\ \text { MANAGEMENT } \\ \text { FUND } \end{gathered}$ |
| \$ 1,168,416 | \$ 10,298 | \$ 680,123 | \$ 223,082 |
| 8,256,827 | 50,966 | $(160,646)$ | 32,618 |
| 1,584,620 | 125,593 | 310, 853 | 243,715 |
| 11,009,863 | 186,857 | 830,330 | 499,415 |
| 4,299,142 | 136,868 | 1,776,182 | 698,818 |
| 227,613 | 1,575 | 33,899 | 16,729 |
| 4,526,755 | 138,443 | 1,810, 081 | 715,547 |
| 6,483,108 | 48,414 | $(979,751)$ | $(216,132)$ |
| 3,023,121 | $(202,012)$ | $(2,522,081)$ | $(281,422)$ |
| 39,300,741 | 1,705,640 | 11,751, 049 | 4,273,916 |
| \$48, 806,970 | \$1,552, 042 | \$ 8,249,217 | \$ 3,776,362 |

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THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN
NOTES TO THE FINANCIAL STATEMENTS, CONTINUED
5. INVESTMENTS THAT REPRESENT 5\% OR MORE OF NET ASSETS AVAILABLE FOR BENEFITS:

At December 31, 1997 and 1996, the following investments had a fair value in excess of $5 \%$ of net assets available for benefits:

|  | 1997 <br> FAIR VALUE | 1996 <br> FAIR VALUE |
| :---: | :---: | :---: |
| The Scotts Company Common Stock <br> One Group Prime Money Market <br> Fund <br> Northern Trust Company Short-Term <br> Extendable Portfolio Fund | $\$$ | $\$ 6,592,339$ |

6. TAX STATUS:

The Plan has received a favorable letter of determination from the Internal Revenue Service. Accordingly, the Plan is exempt under Section 401(a) of the Internal Revenue Code, and thus is not subject to income taxes.
7. PLAN TERMINATION:

While the Company has not expressed any intent to discontinue the Plan or its contributions, it is free to do so at any time, subject to the penalties set forth in the Employee Retirement Income Security Act of 1974. In the event the Plan is terminated, the Plan provides that all participants would become fully vested and the company would have the option to either maintain participant accounts in trust until such time as the participant would otherwise be entitled to a distribution under the Plan, or to immediately distribute participant accounts.
8. BENEFITS PAYABLE:

Benefits were payable to Plan participants at December 31, 1997 and 1996 of $\$ 583,015$ and $\$ 74,830$, respectively.

THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN

NOTES TO THE FINANCIAL STATEMENTS, CONTINUED
The following is a reconciliation of net assets available for benefits per the financial statements to Form 5500:

|  | DECEMBER 31, |  |
| :---: | :---: | :---: |
| Net assets available for benefits per <br> the financial statements <br> Amounts allocated to withdrawing <br> participants | $\$ 77,158,823$ | $\$ 65,371,305$ |
| Net assets available for benefits |  |  |
| per Form 5500 |  |  |

The following is a reconciliation of benefits paid to participants per the financial statements to Form 5500:

|  | YEAR ENDED <br> DECEMBER 31, <br> 1997 |
| :---: | :---: |
| Benefits paid to participants per the |  |
| financial statements |  |
| Add: Amounts allocated to withdrawing |  |
| participants at December 31, 1997 |  |
| Less: Amounts allocated to withdrawing |  |
| participants at December 31, 1996 |  |$\quad$| \$7, 912, 454 |
| :---: |
| Benefits paid to participants per Form 5500 |

Amounts allocated to withdrawing participants are recorded on Form 5500 for benefits claims that have been processed and approved for payment prior to year end but not yet paid as of that date.

THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN

NOTES TO THE FINANCIAL STATEMENTS, CONTINUED

## 9. SUBSEQUENT EVENT:

Effective January 1, 1998, the Plan was amended to reflect the mergers of the Scotts-Sierra Horticultural Products Company Salaried Employees Savings and Investment Plan and the Hyponex Corporation and Subsidiaries Profit Sharing Plan and Trust with the Plan. Subsequent to January 1, 1998, net assets of approximately $\$ 16.5$ million were transferred to the Plan in conjunction with the mergers. These mergers had no effect on participants' rights under the Plan.

Subsequent to the merger of the plans, participants of the Plan were notified that Fidelity Institutional Retirement Services Company had been appointed as the new Plan trustee, and that new investment options would be offered in replacement of the existing investment options specified in Note 1. Prior to the transfer of funds to the new investment accounts, the existing Plan trustee liquidated a significant portion of the existing investment accounts and placed the proceeds in the One Group Prime Money Market fund.

THE SCOTTS COMPANY
PROFIT SHARING AND SAVINGS PLAN
ITEM 27A--SCHEDULE OF ASSETS HELD FOR INVESTMENT PURPOSES
as of December 31, 1997

## DESCRIPTION

Cash and cash equivalents:
Cash
One Group Prime Money Market Fund

Common Stocks:
Hilton Hotels Corporation
The Scotts Company
Travelers Group Inc

| SHARES/PAR VALUE | COST | CURRENT <br> VALUE |
| :---: | :---: | :---: |
|  | \$ 356, 071 | \$ 356,071 |
|  | 65,388,221 | 65,388,221 |
|  | 65,744,292 | 65,744,292 |
| 2 | 1 | 60 |
| 80,130 | 1,226,362 | 2,423,932 |
| 1 | 11 | 54 |
|  | 1,226,374 | 2,424,046 |
| 9,073 | 9,193 | 9,239 |
|  | 634,915 | 634,915 |
| 2,905,379 | 4,038,586 | 4,273,812 |
|  | 1,224,422 | 1,224,422 |
| 353 | 879,443 | 1,562,696 |
|  | $\$ 73,777,225$ | $\$ 75,893,422$ |


|  | NUMBER OF PURCHASES | NUMBER OF SALES | TOTAL <br> DOLLAR <br> VALUE OF PURCHASES | TOTAL DOLLAR VALUE OF SALES | $\begin{aligned} & \text { NET GAIN } \\ & \text { OR (LOSS) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Single Transactions: |  |  |  |  |  |
| The One Group Prime Money Market Fund | 1 |  | \$ 53,797,776 |  |  |
| The One Group Prime Money Market Fund | 1 |  | 3,738,610 |  |  |
| Series of Transactions: |  |  |  |  |  |
| The One Group Prime Money Market Fund | 319 | 254 | 93,299,404 | \$30,743, 822 |  |
| The Scotts Company | 8 | 29 | 1,139,432 | 7,860,155 | \$ 6,634,349 |
| Dresser Industries, Inc. | 2 | 2 | 1,688, 056 | 1,665,884 | $(22,172)$ |
| GTE | 7 | 1 | 1,648,125 | 1,843,163 | 195, 035 |
| Sears Roebuck \& Co. | 20 | 2 | 1,969,835 | 1,511,062 | $(458,772)$ |
| Waste Management, Inc. | 1 | 1 | 1,604,098 | 1,867,466 | 263,368 |

## INDEX TO THE EXHIBITS



## CONSENT OF INDEPENDENT PUBLIC ACCOUNTANTS

We consent to the incorporation by reference in the Registration Statement of The Scotts Company on Form S-8 (No. 33-47073) of our report dated June 16, 1998 of the statements of net assets available for benefits of The Scotts Company Profit Sharing and Savings Plan as of December 31, 1997 and 1996 and the related statements of changes in net assets available for benefits for the years then ended which report is included in this Form 11-K.

Columbus, Ohio
June 29, 1998

