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# SECURITIES AND EXCHANGE COMMISSION Washington, DC 20549

FORM 10-Q

[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES AND 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: 0-27754

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

Delaware (State or other jurisdiction of incorporation or organization)

36-4007085 (I.R.S. Employer Identification No.)

377 East Butterfield Road, Suite 700
Lombard, Illinois 60148
(Address, including zip code, of principal executive offices)
(630) 271-3600
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or  $15\,(d)$  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

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On August 11, 1997, the registrant had 5,264,250 outstanding shares of Class A common stock, par value \$.01 per share, and 662,296 outstanding shares of Class B common stock, par value \$.01 per share.

HUB GROUP, INC.

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# HUB GROUP, INC. UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS (in thousands)

	June 30,	December 31,
	1997 	1996
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 26,338	\$ 13,893
Accounts receivable, net		114,125
Prepaid expenses and other current assets	3,407	3,532
TOTAL CURRENT ASSETS	144,712	
PROPERTY AND EQUIPMENT, net	16,594	14,058
GOODWILL, net	43,288	42,255
DEFERRED TAXES	11,014	11,357
OTHER ASSETS	2,665	2,005
TOTAL ASSETS	\$ 218 <b>,</b> 273	201,225
LIABILITIES AND STOCKHOLDERS' EQUITY		========
CURRENT LIABILITIES:		
Accounts payable		
Trade		\$ 94,884
Other	6,832	8,144
Accrued expenses	F 000	4 000
Payroll Other	5,923	4,988
Other Deferred taxes	5,739	3,186
Current portion of long-term debt	1,572 18,391	1,307
current portion of long-term dept	16,391	3,164
TOTAL CURRENT LIABILITIES	145,692	115,673
LONG-TERM DEBT, EXCLUDING CURRENT PORTION	10,947	28,714
CONTINGENCIES AND COMMITMENTS MINORITY INTEREST	11,302	10,714

STOCKHOLDERS' EQUITY:		
Preferred stock	_	_
Common stock	59	59
Additional paid-in capital	55 <b>,</b> 096	55,083
Purchase price in excess of predecessor basis	(25,764)	(25,764)
Tax benefit of purchase price in excess of predecessor basis	10,306	10,306
Retained earnings	10,635	6,440
TOTAL STOCKHOLDERS' EQUITY	50,332	46,124
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 218 <b>,</b> 273	\$ 201,225
	=========	=========

See notes to unaudited condensed consolidated financial statements.

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HUB GROUP, INC.
UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands, except per share amounts)

	Ended	Months June 30,	Six Months Ended June 30,		
	1997	1996	1997	1996	
REVENUE: Trade Affiliates	\$ 268,200 -	=	\$ 519,320 -	\$ 254,574 3,459	
Total revenue	268,200	209,236	519,320	258,033	
TRANSPORTATION COSTS	235,740	184,112	456,646	227,524	
Net revenue		25,124	62,674	30,509	
COSTS AND EXPENSES: Salaries and benefits Selling, general and administrative Depreciation and amortization Total costs and expenses Operating income	16,044 6,996 1,028 24,068 8,392	4,947 820  18,281	31,297 13,080 1,989 46,366	15,101 5,945 865  21,911 8,598	
OTHER INCOME (EXPENSE): Interest expense Interest income Other, net	(523) 298 26	(302) 274 (46)	(1,142) 561 56	(339) 305 (38)	
Total other income (expense)		(74)	(525)	(72)	
INCOME BEFORE MINORITY INTEREST AND PROVISION FOR INCOME TAXES	8,193	6 <b>,</b> 769	15,783	8 <b>,</b> 526	
MINORITY INTEREST	4,498	3,999	8,792 	4,686	
INCOME BEFORE PROVISION FOR INCOME TAXES	3,695	2,770	6,991	3,840	
PROVISION FOR INCOME TAXES	1,478	1,108	2,796	1,295	
NET INCOME		\$ 1,662	\$ 4,195 ======	\$ 2,545 ======	
PRO FORMA PROVISION FOR ADDITIONAL INCOME TAXES	-	-		241	
PRO FORMA NET INCOME	\$ 2,217 	\$ 1,662 ======	\$ 4,195 ======	\$ 2,304	
PRO FORMA EARNINGS PER SHARE	\$ 0.37	\$ 0.28	\$ \$0.70 =====	\$ 0.56	
PRO FORMA WEIGHTED AVERAGE NUMBER OF COMMON SHARES AND SHARE EQUIVALENTS OUTSTANDING	6,032	5,997 ======	6,030	4,115	

See notes to unaudited condensed consolidated financial statements.

## HUB GROUP, INC.

# UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY For the six months ended June 30, 1997 (in thousands, except shares)

	Common				itional aid-in	Pr Ex	rchase ice in cess of decessor	of In E	Benefit Purchase Price Excess of	Retained		Total kholders'
	Shares	Amou	nt	C	apital		Basis		Basis	Earnings	E	quity
Balance at December 31, 1996	5,923,546	\$	59	ş	55,083	\$	(25,764)	\$	10,306	\$ 6,440	\$	46,124
Net income Sale of common stock in	-		-		-		-		-	4,195		4,195
initial public offering, net Exercise of non-qualified	-		-		(45)		-		-	-		(45)
stock options	3,000		-		58		-		-	-		58
Balance at June 30, 1997	5,926,546	\$	59	\$	55,096	Ş	(25,764)	\$	10,306	\$10,635	\$	50,332
		====	====	==		==		===			===	

See notes to unaudited condensed consolidated financial statements.

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# HUB GROUP, INC. UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (in thousands)

1997   1996		Six Months Ended June 30,			
Net income         \$ 4,195         \$ 2,545           Adjustments to reconcile net income to net cash provided by operating activities:         Competition and amortization         \$ 2,517         865           Depreciation and amortization         608         180			1997		1996
Net income         \$ 4,195         \$ 2,545           Adjustments to reconcile net income to net cash provided by operating activities:         Competition and amortization         \$ 2,517         865           Depreciation and amortization         608         180	Cash flows from operating activities.				
Depreciation and mortization		\$	4,195	ş	2,545
Deferred taxes					
Minority interest         8,792         4,686           Loss (Gain) on sale of assets         (9)         (1)           Changes in working capital, net of effects of purchase transactions:         (842)         (10,957)           Accounts receivable, net         (842)         (10,957)           Prepaid expenses and other current assets         125         160           Accounts payable         1,039         6,784           Accrued expenses         3,488         2,227           Other assets         29,253         6,498           Net cash provided by operations         29,253         6,498           Cash flows from investing activities:         -         (37,544)           Purchases of minority interest         (1,575)         -           Purchases of property and equipment, net         (4,502)         (1,283)           Net cash used in investing activities:         (6,077)         (38,827)           Cash flows from financing activities:         (6,077)         (38,827)           Proceeds from sale of common stock in initial public offering, net         (45)         5,2981           Proceeds from sale of common stock in initial public offering, net         (8,204)         (400)           Pustributions to stockholders         5         -           Distributi	Depreciation and amortization		2,517		865
Changes in working capital, net of effects of purchase transactions:   Changes in working capital, net of effects of purchase transactions:   Accounts receivable, net					
Changes in working capital, net of effects of purchase transactions:					
Accounts receivable, net (842) (10,957) Prepaid expenses and other current assets 125 160 Accounts payable 11,039 6,784 Accound expenses (660) 9 Ret cash provided by operations 29,253 6,498  Cash flows from investing activities: Cash used in acquisitions, net (1,575) - Purchases of injointly interest (1,575) - Purchases of property and equipment, net (4,502) (1,283)  Net cash used in investing activities: Proceeds from shale of common stock in initial public offering, net (4,502) (1,283)  Proceeds from sale of common stock in initial public offering, net (4,502) (1,283)  Proceeds from sale of common stock in initial public offering, net (4,502) (1,283)  Proceeds from sale of common stock in initial public offering, net (4,502) (1,283)  Proceeds from sale of common stock (4,502) (1,283) (1,283)  Proceeds from investing activities: Proceeds from sale of common stock (4,502) (1,283) (1,283)  Proceeds from sale of common stock (4,502) (1,283) (1,283)  Proceeds from investing activities: Proceeds from sale of common stock (4,502) (1,283) (1,283)  Proceeds from sale of common stock (4,502) (1,283) (1,283)  Proceeds from investing activities (1,283) (1,283) (1,283)  Net cash provided by (used in) financing activities (1,283) (1,283) (1,283) (1,283)  Net cash provided by (used in) financing activities (1,284) (1,283) (1,			(9)		(1)
Prepaid expenses and other current assets					
Accounts payable					
Accrued expenses         3,488         2,227           Other assets         (660)         9           Net cash provided by operations         29,233         6,498           Cash flows from investing activities:         -         (37,544)           Purchase of minority interest         (1,575)         -           Purchases of property and equipment, net         (4,502)         (1,283)           Net cash used in investing activities         -         (6,077)         (38,827)           Cash flows from financing activities:         -         (4,502)         (1,283)           Proceeds from sale of common stock in initial public offering, net         (5,077)         52,981         -           Proceeds from sale of common stock in initial public offering, net         (8,204)         (400)         (400)           Proceeds from sale of common stock in initial public offering, net         (8,204)         (400)					
Other assets         (660)         9           Net cash provided by operations         29,253         6,498           Cash flows from investing activities:         (37,544)           Cash used in acquisitions, net         - (37,544)           Purchases of property and equipment, net         (4,502)         (1,283)           Net cash used in investing activities         (6,077)         (38,227)           Cash flows from financing activities:         - (45)         52,981           Proceeds from sale of common stock in initial public offering, net         (45)         52,981           Proceeds from sale of common stock         58         -           Distributions to stockholders         - (1,767)         (17,767)           Distributions to minority interest         (8,204)         (400)           Payments on long-term debt         (5,981)         (662)           Proceeds from issuance of long-term debt         3,441         752           Net cash provided by (used in) financing activities         (10,731)         50,904           Net increase in cash         12,445         18,575           Cash, beginning of period         \$ 26,338         \$ 18,577           Supplemental disclosures of cash flow information         Cash paid for:         11,577         39					
Net cash provided by operations         29,253         6,498           Cash flows from investing activities:         -         (37,544)           Purchase of minority interest         (1,575)         -           Purchases of property and equipment, net         (4,502)         (1,283)           Net cash used in investing activities         (6,077)         (38,827)           Cash flows from financing activities:         -         (45)         52,981           Proceeds from sale of common stock in initial public offering, net         58         -         -           Proceeds from sale of common stock bit in initial public offering, net         58         -         -         (1,767)           Distributions to minority interest         (8,204)         (400)         400         <					
Net cash provided by operations         29,253         6,498           Cash flows from investing activities:         —         (37,544)           Purchase of minority interest         (1,575)         —           Purchases of property and equipment, net         (4,502)         (1,283)           Net cash used in investing activities         —         (6,077)         (38,827)           Cash flows from financing activities:         —         (45)         52,981           Proceeds from sale of common stock in initial public offering, net         —         (1,767)           Distributions to stockholders         —         (1,767)           Distributions to stockholders         —         (1,767)           Payments on long-term debt         (8,204)         (400)           Payments on long-term debt         (5,981)         (662)           Proceeds from issuance of long-term debt         (3,441)         752           Net cash provided by (used in) financing activities         (10,731)         50,904           Net increase in cash         12,445         18,575           Cash, end of period         \$ 26,338         \$ 18,577           Supplemental disclosures of cash flow information         \$ 15,575         \$ 39           Cash paid for:         \$ 15,77         \$ 39     <	Other assets				-
Cash flows from investing activities:       -       (37,544)         Purchase of minority interest       (1,575)       -         Purchases of property and equipment, net       (4,502)       (1,283)         Net cash used in investing activities       (6,077)       (38,827)         Cash flows from financing activities:       -       -         Proceeds from sale of common stock in initial public offering, net       58       -         Proceeds from sale of common stock in uninitial public offering, net       -       (1,767)         Distributions to stockholders       -       (1,767)         Distributions to stockholders       -       (1,767)         Distributions to minority interest       (8,204)       (400)         Payments on long-term debt       (5,981)       (662)         Proceeds from issuance of long-term debt       (5,981)       (562)         Proceeds from issuance of long-term debt       (10,731)       50,904         Net cash provided by (used in) financing activities       12,445       18,575         Cash, edginning of period       20,338       18,577         Supplemental disclosures of cash flow information       20         Cash paid for:       11,577       39         Interest       8       16,572       39	Net cash provided by operations		29,253		6,498
Cash used in acquisitions, net   - (37,544)     Purchases of minority interest   (1,575)     Purchases of property and equipment, net   (4,502)     Net cash used in investing activities   (6,077)   (38,827)     Cash flows from financing activities:     Proceeds from sale of common stock in initial public offering, net   (45)   52,981     Proceeds from sale of common stock   58   -     Distributions to stockholders   -   (1,767)     Distributions to stockholders   -   (1,767)     Distributions to minority interest   (8,204)   (400)     Payments on long-term debt   (5,981)   (662)     Proceeds from issuance of long-term debt   (3,441   752     Net cash provided by (used in) financing activities   (10,731)   50,904     Net increase in cash   (10,731)   50,904     Net increase in cash   (12,445   18,575     Cash, beginning of period   (13,893   2     Cash, end of period   (13,893   2     Cash, end of period   (13,893   3     Supplemental disclosures of cash flow information     Cash paid for:         Interest   (1,767)   (1,781)   (1,781)     Interest   (1,787)   (1,781)   (1,781)     Interest   (1,787)   (1,781)   (1,781)     Interest   (1,787)   (1,781)   (1,781)     Interest   (1,787)   (1,781)     Interest   (1,787)   (1,781)   (1,781)     Interest   (1,787)   (1,787)     Interest   (1,787)   (1,787)   (1,787)     Interest   (1,787)   (1,787)   (1,787)     Interest   (1,787)   (1,787)   (1,787)     Interest   (1,787)   (1,787)   (1,787)   (1,787)     Interest   (1,787)   (1,787)   (1,787)   (1,787)   (1,787)     Interest   (1,787)   (1,78	Cash flows from investing activities.				
Purchase of minority interest         (1,575)         -           Purchases of property and equipment, net         (4,502)         (1,283)           Net cash used in investing activities         (6,077)         (38,827)           Cash flows from financing activities:         -         -           Proceeds from sale of common stock in initial public offering, net         58         -           Proceeds from sale of common stock         58         -           Distributions to stockholders         -         (1,767)           Distributions to stockholders         -         (1,767)           Distributions to minority interest         (8,204)         (400)           Payments on long-term debt         (5,981)         (662)           Proceeds from issuance of long-term debt         3,441         752           Net cash provided by (used in) financing activities         (10,731)         50,904           Net increase in cash         12,445         18,575           Cash, beginning of period         13,893         2           Cash, end of period         \$ 26,338         \$ 18,577           Supplemental disclosures of cash flow information         \$ 13,893         \$ 25,305           Cash paid for:         \$ 15,7         \$ 39           Interest         \$ 15,7 <td></td> <td></td> <td>_</td> <td></td> <td>(37.544)</td>			_		(37.544)
Net cash used in investing activities			(1,575)		
Net cash used in investing activities (6,077) (38,827)  Cash flows from financing activities: Proceeds from sale of common stock in initial public offering, net Proceeds from sale of common stock Proceeds from sale of common stock 158 - Distributions to stockholders (8,204) (400) Payments on long-term debt (8,204) (400) Payments on long-term debt (5,981) (662) Proceeds from issuance of long-term debt (3,441 752)  Net cash provided by (used in) financing activities (10,731) 50,904  Net increase in cash (10,731) 50,904  Net increase in cash 12,445 18,575 Cash, beginning of period 13,893 2  Cash, end of period \$26,338 \$18,577  Supplemental disclosures of cash flow information Cash paid for: Interest \$157 \$39 Income taxes Non-cash investing and financing activities:					(1,283)
Proceeds from financing activities:   Proceeds from sale of common stock in initial public offering, net   (45)   52,981     Proceeds from sale of common stock   58   - (1,767)     Distributions to stockholders   - (1,767)     Distributions to stockholders   (8,204)   (400)     Payments on long-term debt   (5,981)   (662)     Proceeds from issuance of long-term debt   3,441   752     Net cash provided by (used in) financing activities   (10,731)   50,904     Net increase in cash   (10,731)   50,904     Cash, beginning of period   13,893   2     Cash, end of period   \$26,338   \$18,577     Supplemental disclosures of cash flow information     Cash paid for:					
Cash flows from financing activities:   Proceeds from sale of common stock in initial public offering, net   (45)   52,981     Proceeds from sale of common stock   58   - (17,767)     Distributions to stockholders   - (1,767)     Distributions to stockholders   - (1,767)     Distributions to stockholders   - (1,767)     Distributions to minority interest   (8,204)   (400)     Payments on long-term debt   (5,981)   (662)     Proceeds from issuance of long-term debt   3,441   752     Net cash provided by (used in) financing activities   (10,731)   50,904     Net increase in cash   12,445   18,575     Cash, beginning of period   13,893   2     Cash, end of period   \$26,338   \$18,577     Supplemental disclosures of cash flow information	Net cash used in investing activities				
Proceeds from sale of common stock in initial public offering, net         (45)         52,981           Proceeds from sale of common stock         58         -           Distributions to stockholders         -         (1,767)           Distributions to minority interest         (8,204)         (400)           Payments on long-term debt         (5,981)         (662)           Proceeds from issuance of long-term debt         3,441         752           Net cash provided by (used in) financing activities         (10,731)         50,904           Net increase in cash         12,445         18,575           Cash, beginning of period         13,893         2           Cash, end of period         \$ 26,338         \$ 18,577           Supplemental disclosures of cash flow information         Cash paid for:         \$ 157         \$ 39           Interest         \$ 157         \$ 39           Income taxes         Non-cash investing and financing activities:         464         278	Cash flows from financing activities:				
Proceeds from sale of common stock			(45)		52.981
Distributions to minority interest (8,204) (400) Payments on long-term debt (5,981) (662) Proceeds from issuance of long-term debt 3,441 752  Net cash provided by (used in) financing activities (10,731) 50,904  Net increase in cash 12,445 18,575 Cash, beginning of period 13,893 2  Cash, end of period \$26,338 \$18,577  Supplemental disclosures of cash flow information Cash paid for: Interest \$157 \$39 Income taxes Non-cash investing and financing activities:			58		
Payments on long-term debt         (5,981)         (662)           Proceeds from issuance of long-term debt         3,441         752           Net cash provided by (used in) financing activities         (10,731)         50,904           Net increase in cash         12,445         18,575           Cash, beginning of period         13,893         2           Cash, end of period         \$ 26,338         \$ 18,577           Supplemental disclosures of cash flow information         Cash paid for:         \$ 157         \$ 39           Interest         \$ 157         \$ 39           Income taxes         464         278           Non-cash investing and financing activities:         464         278					(1,767)
Proceeds from issuance of long-term debt 3,441 752  Net cash provided by (used in) financing activities (10,731) 50,904  Net increase in cash 12,445 18,575 Cash, beginning of period 13,893 2  Cash, end of period \$ 26,338 \$ 18,577  Supplemental disclosures of cash flow information Cash paid for: Interest \$ 157 \$ 39 Income taxes Non-cash investing and financing activities:	Distributions to minority interest		(8,204)		(400)
Net cash provided by (used in) financing activities     (10,731)     50,904       Net increase in cash     12,445     18,575       Cash, beginning of period     13,893     2       Cash, end of period     \$ 26,338     \$ 18,577       Supplemental disclosures of cash flow information	Payments on long-term debt		(5,981)		(662)
Net cash provided by (used in) financing activities (10,731) 50,904  Net increase in cash Cash, beginning of period 13,893 2  Cash, end of period \$ 26,338 \$ 18,577  Supplemental disclosures of cash flow information Cash paid for: Interest \$ 157 \$ 39 Income taxes Non-cash investing and financing activities:	Proceeds from issuance of long-term debt				
Net increase in cash Cash, beginning of period  Cash, end of period  Cash, end of period  Supplemental disclosures of cash flow information Cash paid for: Interest Income taxes Non-cash investing and financing activities:	Net cash provided by (used in) financing activities				
Cash, beginning of period 13,893 2  Cash, end of period \$ 26,338 \$ 18,577  Supplemental disclosures of cash flow information  Cash paid for: Interest \$ 157 \$ 39 Income taxes Non-cash investing and financing activities:	Net increase in cash				
Cash, end of period \$ 26,338 \$ 18,577  Supplemental disclosures of cash flow information Cash paid for: Interest \$ 157 \$ 39 Income taxes Non-cash investing and financing activities:					
Supplemental disclosures of cash flow information  Cash paid for:  Interest \$ 157 \$ 39  Income taxes Non-cash investing and financing activities:	,,,				
Supplemental disclosures of cash flow information  Cash paid for:  Interest \$ 157 \$ 39  Income taxes \$ 464 278  Non-cash investing and financing activities:	Cash, end of period	\$	26,338	\$	18,577
Cash paid for: Interest \$ 157 \$ 39 Income taxes 464 278 Non-cash investing and financing activities:	•	====		====	
Interest \$ 157 \$ 39 Income taxes \$ 464 278 Non-cash investing and financing activities:	Supplemental disclosures of cash flow information				
Income taxes 464 278 Non-cash investing and financing activities:	Cash paid for:				
Non-cash investing and financing activities:	Interest	\$	157	\$	39
	Income taxes		464		278
Notes payable issued as distributions to stockholders \$ - \$ 663					
	Notes payable issued as distributions to stockholders	\$	-	\$	663

See notes to unaudited condensed consolidated financial statements.

# NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

#### NOTE 1. Interim Financial Statements

The accompanying unaudited condensed consolidated financial statements of Hub Group, Inc. (the "Company") have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in annual financial statements have been condensed or omitted pursuant to those rules and regulations. However, the Company believes that the disclosures contained herein are adequate to make the information presented not misleading.

The financial statements reflect, in the opinion of management, all material adjustments (which include only normal recurring adjustments) necessary to present fairly the Company's financial position and results of operations.

#### NOTE 2. Business Combinations

On March 18, 1996, the Company acquired a controlling interest in each of 27 operating partnerships (collectively referred to as "Hub Partnerships") for a total purchase price of approximately \$43,309,000 in cash. The purchase price of these acquisitions was allocated to the assets acquired and liabilities assumed based on the fair value at the date of acquisition using the purchase method of accounting.

The portion of the difference between fair value and historical cost of individual assets acquired and liabilities assumed attributable to interests acquired by the Company from non-control group stockholders was recorded at fair market value. This resulted in goodwill of approximately \$17,207,000. The remaining portion of the difference between fair value and historical cost attributable to interests acquired from control group stockholders, approximately \$25,764,000, has been charged to equity as purchase price in excess of predecessor basis.

In connection with the purchase of the controlling interest in Hub Partnerships, approximately \$10,306,000 has been recorded as a deferred tax benefit utilizing an assumed effective tax rate of 40% representing the tax effect of the purchase price in excess of predecessor basis, with the corresponding credit recorded as an increase to equity.

On May 2, 1996, the Company purchased the rights to service the customers of American President Lines Domestic Distribution Services, a division of APL Land Transport Services, Inc., for approximately \$8,000,000. The \$8,000,000 was financed with \$2,000,000 in cash and \$6,000,000 in notes. The notes bear interest at an annual rate of 6% with three equal annual principal payments due beginning May 2, 1997. The acquisition was recorded using the purchase method of accounting resulting in goodwill of approximately \$8,090,000.

Results of operations from acquisitions recorded under the purchase method of accounting are included in the Company's financial statements from their respective dates of acquisition.

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The following summarizes the effects of businesses acquired and accounted for as purchases in 1996 as if they had been acquired as of January 1, 1996:

	(	(000's)
Revenue as reported Revenue of purchased business for period prior to acquisitions,	\$	258,033
net of eliminations		184,660
Pro forma revenue	\$	442,693
Net income as reported Net income of purchased businesses for period prior to acquisitions	\$	2,304 82
Adjustment for goodwill amortization		(158)
Pro forma net income	\$	2,228
Earnings per share as reported Effect of purchased businesses prior to	\$	0.56
acquisitions		(0.17)
Pro forma earnings per share	\$	0.39

Business acquisitions which involved the use of cash were accounted for as follows:

	-	Months June 30,
	(0	00's)
Accounts receivable	\$	75,576
Prepaid expenses and other current assets		1,585
Property and equipment		9,309
Goodwill		25,515
Deferred tax benefit, net		10,306
Other assets		701
Accounts payable		(74,693)
Accrued expenses		(5, 190)
Long-term debt		(20,921)
Minority interest		(102)
Purchase price in excess of predecessor ba	asis	25,764
Tax benefit of purchase price in excess of	f	
predecessor basis		(10,306)
Cash used in acquisitions, net	\$	37,544

# NOTE 3. Purchase Of Minority Interest

On March 1, 1997, the Company purchased an approximate 44% minority interest in Hub Group Distribution Services for approximately \$1,500,000 in cash.

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# NOTE 4. Property And Equipment

Property and equipment consist of the following:

	June 30, 1997	December 31, 1996
	(00	00's)
Land Building and improvements Leasehold improvements Computer equipment and software Furniture and equipment Transportation equipment and automobiles	\$ 92 859 942 9,457 3,895 5,762	\$ 92 841 629 7,258 3,419 4,541
Less: Accumulated depreciation and amortization PROPERTY AND EQUIPMENT, net	21,007 (4,413)  \$16,594	16,780 (2,722)  \$14,058

NOTE 5. Statement of Financial Accounting Standards (SFAS) No. 128

In February 1997, the Financial Accounting Standards Board issued SFAS No. 128 - Earnings per Share. This statement's objective is to simplify the computation of earnings per share (EPS) to make the U.S. standard for computing EPS more compatible with the EPS standards of other countries and with that of the International Accounting Standards Committee. This statement is effective for financial statements issued for periods ending after December 15, 1997, including interim periods; earlier application is not permitted.

The Company does not expect the future adoption of this standard to have a material impact, if any, on its financial statements.

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#### HUB GROUP, INC.

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### RESULTS OF OPERATIONS

Three Months Ended June 30, 1997, Compared to Three Months Ended June 30, 1996

#### Revenue

Revenue totaled \$268.2 million for the three months ended June 30, 1997, representing an increase of 28.2% over the comparable period in 1996. Logistics revenue increased 56.9% to \$21.5 million for the three months ended June 30, 1997, from \$13.7 in the comparable period in 1996. Hub Group, Inc. and its subsidiaries (the "Company") defines its logistics revenue as the revenue generated by Hub Group Logistics, a division of Hub Group, Inc., and Hub Group Distribution Services, a 65% owned subsidiary of Hub Group, Inc. Together, these two entities offer third-party and specialized logistic services. Brokerage revenue, not including any brokerage activity conducted as part of logistics, increased 51.7% to \$32.0 million for the three months ended June 30, 1997, from \$21.1 million in the comparable period in 1996. Intermodal revenue, not including any intermodal activity conducted as part of logistics, increased 23.0% to \$214.7 million for the three months ended June 30, 1997, from \$174.5million in the comparable period in 1996. Excluding the intermodal revenue relating to American President Lines Domestic Distribution Services (APLDDS), intermodal revenue increased 17.6% in the three months ended June 30, 1997, over the comparable period in 1996.

## Net Revenue

Net revenue as a percentage of revenue increased slightly to 12.1% for the three months ended June 30, 1997, compared to 12.0% in the same period in 1996.

#### Salaries and Benefits

Salaries and benefits increased to \$16.0 million in the three months ended June 30, 1997, from \$12.5 million in the same period in 1996. Salaries and benefits as a percentage of revenue remained constant at 6.0% of revenue when comparing the three months ended June 30, 1997, to the comparable period in 1996.

### Selling, General and Administrative

Selling, general and administrative expenses increased to \$7.0 million in the three months ended June 30, 1997, from \$5.0 million in the same period in 1996. Selling, general and administrative expenses as a percentage of revenue increased to 2.6% in the three months ended June 30, 1997, from 2.4% in the same period in 1996. The increase in the percentage is principally attributed to increased spending for technology, to enhance existing programs, conduct studies for new uses of technology and launch a new web site.

### Depreciation and Amortization

Depreciation and amortization expense increased to \$1.0 million in the three months ended June 30 1997, from \$0.8 million in the comparable period in 1996. Depreciation and amortization as a percentage of revenue remained constant at 0.4% in the three months ended June 30, 1997, compared to the same period in 1996.

#### Other Income (Expense)

Other expense increased to \$0.2 million for the three months ended June 30, 1997, from \$0.1 million in the comparable period in 1996. The increase is primarily attributed to an increase in interest expense due to the purchase of the remaining 70% interest in Hub City North Central, L.P. in exchange for a note for approximately \$15.0 million in December 1996.

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# Minority Interest

Minority interest increased to \$4.5 million in the three months ended June 30, 1997, from \$4.0 million in the comparable period in 1996. Minority interest as a percentage of income before minority interest decreased to 54.9% in the three months ended June 30, 1997, from 59.1% in the same period in 1996. Acquisitions of the remaining 70% minority interest in Hub City Tennessee, L.P. and Hub City North Central, L.P. in August and December, 1996, respectively, and the purchase of an additional 44% interest in Hub Group Distribution Services in March, 1997, had the effect of lowering minority interest as a percentage of income before minority interest when comparing the three months ended June 30, 1996, to the three months ended June 30, 1997.

#### Income Taxes

Income taxes were \$1.5 million in the three months ended June 30, 1997 and \$1.1 million in the same period in 1996. The Company is providing for income taxes at an effective rate of 40% for all income subsequent to March 17, 1996.

#### Net Income

Net income increased to \$2.2 million in the three months ended June 30, 1997, from \$1.7 million in the same period in 1996.

# Earnings Per Share

Earnings per share increased to \$0.37 in the three months ended June 30, 1997, from \$0.28 in the same period in 1996.

Six Months Ended June 30, 1997, Compared to Six Months Ended June 30, 1996

#### Revenue

Revenue totaled \$519.3 million for the six months ended June 30, 1997, representing an increase of 101.3% over the comparable period in 1996. Revenue increased 17.3% for the six months ended June 30, 1997, over pro forma revenue for the comparable period in 1996. The 1996 pro forma revenue was impacted significantly by the addition of the revenue reported by American President Lines Domestic Distribution Services (APLDDS), a division of APL Land Transport Services, Inc. The business acquired from APLDDS on May 2, 1996, had been experiencing significant decline during 1995 and the first quarter of 1996. This decline had a negative influence on the pro forma revenue growth rate. Despite the declining trend, management believes the Company has successfully transitioned and retained greater than 90% of the APLDDS business that existed on May 2, 1996.

Excluding the revenue relating to APLDDS prior to the acquisition on May 2, 1996, Hub City Terminals, Inc. ("Hub Chicago") and the Company's 27 operating partnerships (collectively referred to as "Hub Partnerships"), on a combined basis assuming Hub Chicago had acquired Hub Partnerships on January 1, 1996, experienced a revenue increase of 30.8% in the six months ended June 30, 1997, over the comparable period in 1996. This percentage increase is the result of strong growth in truckload brokerage, logistics and intermodal service offerings.

#### Net Revenue

Net revenue as a percentage of revenue increased to 12.1% for the six months ended June 30, 1997, compared to 11.8% in the same period in 1996. This increase is primarily a reflection of the higher net revenue as a percentage of revenue that is experienced by Hub Partnerships as compared to Hub Chicago due to Hub Chicago's larger proportion of high volume/low margin accounts.

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#### Salaries and Benefits

Salaries and benefits increased to \$31.3 million in the six months ended June 30, 1997, from \$15.1 million in the same period in 1996. Salaries and benefits as a percentage of revenue increased to 6.0% in the six months ended June 30, 1997, from 5.9% in the same period in 1996. Some administrative services for Hub Chicago were performed by Hub Partnerships for a fee. This fee was reflected in selling, general and administrative expenses prior to March 18, 1996. After the acquisition of Hub Partnerships by Hub Chicago, this fee is eliminated in consolidation and the costs of the aforementioned administrative services are reported as salaries and benefits. This causes salaries and benefits as a percentage of revenue to increase over the prior year.

### Selling, General and Administrative

Selling, general and administrative expenses increased to \$13.1 million in the six months ended June 30, 1997, from \$5.9 million in the same period in 1996. Selling, general and administrative expenses as a percentage of revenue increased to 2.5% in the six months ended June 30, 1997, from 2.3% in the same period in 1996. Despite the elimination in consolidation of the fees between Hub Chicago and Hub Partnerships in 1997, Hub Chicago provided greater leverage on its selling, general and administrative expenses than did the Company as a whole. The increase in the percentage is also attributed to increased spending for technology in 1997, to enhance existing programs, conduct studies for new uses of technology and launch a new web site.

# Depreciation and Amortization

Depreciation and amortization expense increased to \$2.0 million in the six months ended June 30, 1997, from \$0.9 million in the same period in 1996. Depreciation and amortization as a percentage of revenue increased to 0.4% in the six months ended June 30, 1997, from 0.3% in the same period in 1996. The percentage increase is attributable to the amortization of goodwill that was

recorded in connection with the purchase of Hub Partnerships and APLDDS, as well as the purchase of additional minority interest in Hub City Tennessee, L.P., Hub City North Central, L.P., and Hub Group Distribution Services..

#### Other Income (Expense)

Other expense increased to \$0.5 million in the six months ended June 30, 1997, from \$0.1 million in the same period in 1996. This increase is attributed to an increase in interest expense relating to the issuance of an approximately \$15.0 million note payable, bearing interest at an annual rate of 7%, issued in connection with the purchase of the remaining 70% minority interest in Hub City North Central, L.P. in December 1996.

#### Minority Interest

Minority interest increased to \$8.8 million in the six months ended June 30, 1997, from \$ \$4.7 million in the same period in 1996. Minority interest as a percentage of income before minority interest increased to 55.7% in the six months ended June 30, 1997, from 55.0% in the same period in 1996. The lower percentage in 1996 was primarily the result of only having the revenue and expense of Hub Chicago, which is wholly owned by Hub Group, Inc., in the period prior to March 18, 1996.

#### Income Taxes

Income taxes increased to \$2.8 million in the six months ended June 30, 1997, from \$1.3 million in the same period in 1996. Other than an insignificant provision for Illinois replacement tax, the Company had no provision for income taxes prior to March 18, 1996, as the Company was a federally non-taxable subchapter S corporation. The Company is providing for income taxes at an effective rate of 40% for all income subsequent to March 17, 1996.

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#### Pro Forma Provision For Additional Income Taxes

Additional pro forma income taxes were zero in the six months ended June 30, 1997, and \$0.2 million in the same period in 1996. Additional pro forma provision for income taxes are shown to provide an assumed effective federal and state income tax rate of 40% of income before taxes for periods prior to March 18, 1996.

#### Pro Forma Net Income

Pro forma net income (pro forma only to provide for income taxes) increased to \$4.2\$ million in the six months ended June 30, 1997, from \$2.3\$ million in the same period in 1996.

#### Pro Forma Earnings Per Share

Pro forma earnings per share (pro forma only to provide for income taxes) increased to \$0.70 in the six months ended June 30, 1997, from \$0.56 in the same period in 1996.

#### STATEMENT OF FINANCIAL ACCOUNTING STANDARDS (SFAS) NO. 128

In February 1997, the Financial Accounting Standards Board issued SFAS No. 128 - Earnings per Share. This statement's objective is to simplify the computation of earnings per share (EPS) to make the U.S. standard for computing EPS more compatible with the EPS standards of other countries and with that of the International Accounting Standards Committee. This statement is effective for financial statements issued for periods ending after December 15, 1997, including interim periods; earlier application is not permitted.

The Company does not expect the future adoption of this standard to have a material impact, if any, on its financial statements.

#### LIQUIDITY AND CAPITAL RESOURCES

The Company maintains a bank line of credit for \$5.0 million. The interest rate is set at the bank's discretion at a rate less than or equal to the bank's prime rate. At June 30, 1997, the rate was 7.75%. As of June 30, 1997, the unused and available portion of this credit line was \$5.0 million. Although there are no assurances, management believes it can obtain an additional line of credit, if necessary.

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# HUB PARTNERSHIPS UNAUDITED CONDENSED COMBINED STATEMENT OF OPERATIONS (in thousands)

	Mai	January 1, through rch 17, 1996
REVENUE: Trade Affiliate	\$	142,413 3,992
Total revenue		146,405
PURCHASED TRANSPORTATION		128,405
Net revenue		18,000
COSTS AND EXPENSES: Salaries and benefits Selling, general and administrative Depreciation and amortization		9,807 3,393 553
Total costs and expenses		13,753
Operating income		4,247
OTHER INCOME (EXPENSE): Interest expense Interest income Other, net		(56) 120 95
Total other income		159
INCOME BEFORE INCOME TAXES		4,406
INCOME TAXES		126
NET INCOME	\$	4,280

See notes to unaudited condensed combined financial statements.

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HUB PARTNERSHIPS
UNAUDITED CONDENSED COMBINED STATEMENT OF STOCKHOLDERS' EQUITY
For the period January 1, 1996 through March 17, 1996

(in thousands, except shares)

	Common	Stock	Additiona Paid-in		Total  Retained Stockholde		
	Shares	Amount	Capital	Stock	Earnings	Equity	
Balance at December 31, 1995 Net income Distributions to stockholders	105,800	\$ 1,943 - (1,730)	\$ 629 - (629)	\$ (32) - 32	\$ 9,197 4,280 (13,477)	\$ 11,737 4,280 (15,804)	
Balance at March 17, 1996	105,800	\$ 213	\$ -	\$ -	\$ - =======	\$ 213	

See notes to unaudited condensed combined financial statements.

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# HUB PARTNERSHIPS UNAUDITED CONDENSED COMBINED STATEMENT OF CASH FLOWS (in thousands)

	January 1, through March 17, 1996
Cash flows from operating activities: Net income Adjustments to reconcile net income to net cash	\$ 4,280
<pre>provided by operating activities:   Depreciation and amortization   Loss (gain) on sale of assets   Changes in working capital:</pre>	553 3
Accounts receivable, net Prepaid expenses and other current assets Accounts payable Accrued expenses Other assets	604 889 4,783 (140) (407)
Net cash provided by operations	10,565
Cash flows from investing activities: Purchases of property and equipment, net	(775)
Cash flows from financing activities: Distributions to stockholders Payments on long-term debt Proceeds from issuance of long-term debt	(13,014) (361) 418
Net cash used in financing activities	(12,957)
Net decrease in cash Cash, beginning of period	(3,167) 10,949
Cash, end of period	\$ 7,782 =======
Supplemental disclosures of cash flow information: Cash paid for: Interest	56
<pre>Income taxes Non-cash financing activity: Notes payable issued as distributions to stockholders</pre>	130 \$ 13,176

See notes to unaudited condensed combined financial statements.

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HUB PARTNERSHIPS

#### NOTE 1. Interim Financial Statements

The accompanying unaudited condensed combined financial statements of 26 Subchapter S corporations and the Hub Group Distribution Services partnership (collectively referred to as "Hub Partnerships" or the "Company") have been prepared in accordance with generally accepted accounting principles for interim financial information and pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in annual financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to those rules and regulations. However, the Company believes that the disclosures contained herein are adequate to make the information presented not misleading.

The financial statements reflect, in the opinion of management, all material adjustments (which include only normal recurring adjustments) necessary to present fairly the Company's financial position and results of operations.

#### NOTE 2. Basis of Financial Statement Presentation

The unaudited condensed combined financial statements of Hub Partnerships are presented herein to reflect the financial condition and results of operations of the Hub Partnerships for the period in which Hub Partnerships was the predecessor to the business acquired by Hub Group, Inc. on March 18, 1996, as necessary to disclose the financial statements of the business acquired by Hub Group, Inc. pursuant to the rules and regulations of the Securities and Exchange Commission.

### NOTE 3. Special Distribution

Immediately prior to March 18, 1996, the Company distributed substantially all of its equity, including retained earnings through March 17, 1996, to its shareholders in the form of cash and notes. The notes are five-year balloon notes bearing interest at an annual rate of 5.45%. Interest is compounded annually with all principal and interest due in March of 2001.

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#### PART II. Other Information

#### Item 4. Submission of Matters to a Vote of Security Holders

The 1997 Annual Meeting of Stockholders of Hub Group, Inc. was held on May 14, 1997. At this meeting, the following six directors were reelected with the following votes: Phillip C. Yeager: 17,870,967 votes for and 6,800 votes withheld; David P. Yeager: 17,870,967 votes for and 6,800 votes withheld; Thomas L. Hardin: 17,810,967 votes for and 66,800 votes withheld; Gary D. Eppen: 17,870,967 votes for and 6,800 votes withheld; Charles R. Reaves: 17,870,967 votes for and 6,800 votes withheld; Martin P. Slark: 17,870,967 votes for and 6,800 votes withheld.

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Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly authorized this report to be signed on its behalf by the undersigned thereunto duly authorized.

HUB GROUP, INC.

DATE: August 11, 1997 /s/ William L. Crowder

William L. Crowder Vice President-Finance and

### <ARTICLE> 5

<LEGEND> This schedule contains summary financial information extracted from
Unaudited Condensed Consolidated Statements of Operations and Unaudited
Condensed Consolidated Balance Sheets and is qualified in its entirety by
reference to such financial statements.

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