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, 2000 or
[ ] Transition report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 For the transition period from $\qquad$ to $\qquad$ 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)
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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

On August 11, 2000, the registrant had 7,046,050 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, | DEC | MBER 31, |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 |  | 1999 |
| ASSETS |  |  |  |  |
| CURRENT ASSETS: |  |  |  |  |
| Cash and cash equivalents | \$ | - | \$ | 1,865 |
| Accounts receivable, net |  | 185,764 |  | 190, 221 |
| Prepaid expenses and other current assets |  | 5,840 |  | 2,771 |
| TOTAL CURRENT ASSETS |  | 191,604 |  | 194,857 |
| PROPERTY AND EQUIPMENT, net |  | 35,144 |  | 24,244 |
| GOODWILL, net |  | 216,778 |  | 219,648 |
| DEFERRED TAXES |  | 898 |  | 898 |
| OTHER ASSETS |  | 1,821 |  | 1,962 |
| TOTAL ASSETS |  | 446,245 | \$ | 441, 609 |


| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Accounts payable |  |  |  |  |
| Trade | \$ | 157,574 | \$ | 141,592 |
| Other |  | 11,884 |  | 11,246 |
| Accrued expenses |  |  |  |  |
| Payroll |  | 6,533 |  | 7,936 |
| Other |  | 7,259 |  | 6,384 |
| Current portion of long-term debt |  | 11,614 |  | 6,195 |
| TOTAL CURRENT LIABILITIES |  | 194,864 |  | 173,353 |
| LONG-TERM DEBT, EXCLUDING CURRENT PORTION |  | 111,107 |  | 131,414 |
| DEFERRED TAXES |  | 6,713 |  | 4,959 |
| CONTINGENCIES AND COMMITMENTS |  |  |  |  |
| MINORITY INTEREST |  | 425 |  | 759 |
| STOCKHOLDERS' EQUITY: |  |  |  |  |
| Preferred stock |  | - |  | - |
| Common stock |  | 77 |  | 77 |
| Additional paid-in capital |  | 110,817 |  | 110,786 |
| 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 |  | 37,700 |  | 35,719 |
| TOTAL STOCKHOLDERS' EQUITY |  | 133,136 |  | 131, 124 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY |  | 446,245 | \$ | 441,609 |

See notes to unaudited condensed consolidatedfinancial statements.

|  | THREE MONTHS ENDED JUNE 30, |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 |  | 1999 |  | 2000 |  | 1999 |
| Revenue | \$ | 344,329 | \$ | 319,448 | \$ | 672,897 | \$ | 627,130 |
| Transportation costs |  | 299,746 |  | 280, 403 |  | 588, 849 |  | 548,916 |
| Net revenue |  | 44,583 |  | 39,045 |  | 84,048 |  | 78,214 |
| Costs and expenses: |  |  |  |  |  |  |  |  |
| Salaries and benefits |  | 24,148 |  | 20,553 |  | 47,324 |  | 41,399 |
| Selling, general and administrative |  | 11,064 |  | 9,357 |  | 22,431 |  | 18,480 |
| Depreciation and amortization of property and equipment |  | 1,247 |  | 967 |  | 2,400 |  | 2,019 |
| Amortization of goodwill |  | 1,435 |  | 1,436 |  | 2,870 |  | 2,198 |
| Change in estimate/impairment of property and equipment |  | - |  | 884 |  | - |  | 884 |
| Total costs and expenses |  | 37,894 |  | 33,197 |  | 75,025 |  | 64,980 |
| Operating income |  | 6,689 |  | 5,848 |  | 9,023 |  | 13,234 |
| Other income (expense): |  |  |  |  |  |  |  |  |
| Interest expense |  | $(2,824)$ |  | $(2,054)$ |  | $(6,008)$ |  | $(2,576)$ |
| Interest income |  | 168 |  | 213 |  | 340 |  | 515 |
| Other, net |  | 20 |  | 965 |  | 123 |  | 982 |
| Total other expense |  | $(2,636)$ |  | (876) |  | $(5,545)$ |  | $(1,079)$ |
| Income before minority interest and provision for income taxes |  | 4, 053 |  | 4,972 |  | 3,478 |  | 12,155 |
| Minority interest |  | 158 |  | 501 |  | 120 |  | 4,391 |
| Income before provision for income taxes |  | 3,895 |  | 4,471 |  | 3,358 |  | 7,764 |
| Provision for income taxes |  | 1,597 |  | 1,833 |  | 1,377 |  | 3,183 |
| Net income | \$ | 2,298 | \$ | 2,638 | \$ | 1,981 | \$ | 4,581 |
| Basic earnings per common share | \$ | 0.30 | \$ | 0.34 | \$ | 0.26 | \$ | 0.60 |
| Diluted earnings per common share | \$ | 0.30 | \$ | 0.34 | \$ | 0.26 | \$ | 0.59 |

[^0]HUB GROUP, INC.
UNAUDITED CONDENSED CONSOLIDATED STÁATEMENTS OF STOCKHOLDERS' EQUITY For the six months ended June 30, 2000 (in thousands, except shares)


See notes to unaudited condensed consolidated financial statements.

|  | SIX MONTHS ENDED JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Cash flows from operating activities: |  |  |  |  |
| Net income | \$ | 1,981 | \$ | 4,581 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization of property and equipment |  | 2,811 |  | 2,531 |
| Amortization of goodwill |  | 2,870 |  | 2,198 |
| Change in estimate/impairment of property and equipment |  | - |  | 884 |
| Deferred taxes |  | 1,754 |  | 1,458 |
| Minority interest |  | 120 |  | 4,391 |
| Loss/(Gain) on sale of assets |  | (13) |  | 178 |
| Changes in working capital, net of effects of purchase transactions: |  |  |  |  |
| Accounts receivable, net |  | 4,457 |  | $(20,955)$ |
| Prepaid expenses and other current assets |  | $(3,069)$ |  | 1,226 |
| Accounts payable |  | 16,620 |  | 14,750 |
| Accrued expenses |  | (528) |  | (356) |
| Other assets |  | 141 |  | $(1,580)$ |
| Net cash provided by operating activities |  | 27,144 |  | 9,306 |
| Cash flows from investing activities: |  |  |  |  |
| Purchases of minority interest |  | (13, - |  | $(108,710)$ |
| Purchases of property and equipment, net |  | $(13,698)$ |  | $(2,495)$ |
| Net cash used in investing activities |  | $(13,698)$ |  | $(111,205)$ |
| Cash flows from financing activities: |  |  |  |  |
| Proceeds from sale of common stock |  | 31 |  | 551 |
| Distributions to minority interest |  | (454) |  | $(9,622)$ |
| Payments on long-term debt |  | $(14,915)$ |  | $(46,083)$ |
| Proceeds from issuance of long-term debt |  | 27 |  | 150,780 |
| Net cash provided by/used in financing activities |  | $(15,311)$ |  | 95,626 |
| Net decrease in cash and cash equivalents |  | $(1,865)$ |  | $(6,273)$ |
| Cash and cash equivalents, beginning of period |  | 1,865 |  | 15,178 |
| Cash and cash equivalents, end of period | \$ | - | \$ | 8,905 |
| Supplemental disclosures of cash flow information |  |  |  |  |
| Cash paid for: |  |  |  |  |
| Interest | \$ | 6,286 | \$ | 2,621 |
| Income taxes |  | 1,520 |  | 656 |

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. EARNINGS PER SHARE
The following is a reconciliation of the Company's Earnings per Share:

|  | THREE MONTHS ENDED JUNE 30, 2000 |  |  | THREE MONTHS ENDED JUNE 30, 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (000'S) |  |  | (000'S) |  |  |
|  | INCOME | SHARES | Per-Share AMOUNT | INCOME | SHARES | Per-Share AMOUNT |
| BASIC EARNINGS PER SHARE Income available to |  |  |  |  |  |  |
| common stockholders | \$2,298 | 7,708 | \$0.30 | \$2,638 | 7,688 | \$0. 34 |
| EFFECT OF DILUTIVE SECURITIES <br> Stock options |  |  |  |  |  |  |
| DILUTED EARNINGS PER SHARE |  |  |  |  |  |  |
| Income available to common stockholders |  |  |  |  |  |  |
| plus assumed exercises | \$2,298 | 7,708 | \$0.30 | \$2,638 | 7,776 | \$0.34 |
|  | SIX MONTHS ENDED <br> JUNE 30, 2000 |  |  | SIX MONTHS ENDED JUNE 30, 1999 |  |  |
|  |  |  |  |  |  |  |
|  | (000'S) |  |  | (000'S) |  |  |
|  | INCOME | SHARES | Per-Share AMOUNT | INCOME | SHARES | Per-Share AMOUNT |
| BASIC EARNINGS PER SHARE |  |  |  |  |  |  |
| Income available to |  |  |  |  |  |  |
| common stockholders | \$1,981 | 7,707 | \$0.26 | \$4,581 | 7,680 | \$0.60 |
| EFFECT OF DILUTIVE SECURITIES |  |  |  |  |  |  |
| Stock options | - | 17 | - | - | 73 | - |
| DILUTED EARNINGS PER SHARE |  |  |  |  |  |  |
| Income available to common stockholders |  |  |  |  |  |  |
| plus assumed exercises | \$1,981 | 7,724 | \$0. 26 | \$4,581 | 7,753 | \$0.59 |

## NOTE 3. PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

| JUNE 30, |  | DECEMBER 31, |  |
| :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |
| (000'S) |  |  |  |
| \$ | 59 | \$ | 56 |
|  | 1,924 |  | 1,526 |
|  | 35,270 |  | 23,795 |
|  | 7,060 |  | 6,365 |
|  | 3,748 |  | 4,742 |
|  | $\begin{gathered} 48,061 \\ (12,917) \end{gathered}$ |  | $\begin{gathered} 36,484 \\ (12,240) \end{gathered}$ |
| \$ | 35,144 | \$ | 24,244 |

NOTE 4. DEBT
On June 30, 2000 the Company's $\$ 5.0$ million bank line of credit with Cass Bank and Trust Company was terminated.

NOTE 5. LETTER OF INTENT
During the second quarter, the Company terminated the letter of intent to divest Hub Group Inc.'s interest in Hub Group Distribution Services.

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

RESULTS OF OPERATIONS

THREE MONTHS ENDED JUNE 30, 2000, COMPARED TO THREE MONTHS ENDED JUNE 30, 1999 REVENUE

Revenue for Hub Group, Inc. (the "Company") increased 7.8\% to \$344.3 million from $\$ 319.4$ million in 1999. Intermodal revenue increased $4.0 \%$ over 1999. Management believes that the slower than historical growth in intermodal is due in part to the termination of a significant customer contract in November 1999. Truckload brokerage revenue increased 10.5\% over 1999. Logistics revenue, which includes revenue from the Company's core logistics services and all revenue from Hub Group Distribution Services ("Hub Distribution"), increased $31.1 \%$ compared to 1999. This increase is primarily due to the growth in the Company's core logistic services.

## NET REVENUE

Net revenue increased $14.2 \%$ to $\$ 44.6$ million from $\$ 39.0$ million in 1999. As a percentage of revenue, net revenue increased to $12.9 \%$ of revenue from $12.2 \%$ in 1999. This increase in percentage is primarily attributed to the recapture of some of the fuel surcharges that were expensed in the first quarter, the year-over-year increase in the number of units in and the cost-effectiveness of the Company's Premier Network Services offering, termination of a significant customer contract that had low-margin business that existed in the prior year (see "Revenue"), the strength of the Company's purchasing power with the major railroads and a significant increase in the net revenue percentage for truckload brokerage.

## SALARIES AND BENEFITS

Salaries and benefits increased $17.5 \%$ to $\$ 24.1$ million from $\$ 20.6$ million in 1999. As a percentage of revenue, salaries and benefits increased to $7.0 \%$ of revenue from $6.4 \%$ in 1999. The increase in the percentage is primarily attributed to increased headcount supporting the Company's information technology initiatives, e-business initiatives and to support our growing base of service offerings operationally as well as to hire salesmen to sell these additional services. These additional services include boxcar, flat bed, and certain logistic applications.

SELLING, GENERAL AND ADMINISTRATIVE
Selling, general and administrative expenses increased $18.2 \%$ to \$11.1 million from $\$ 9.4$ million in 1999. These expenses, as a percentage of revenue, increased to 3.2\% from 2.9\% in 1999. The increase in percentage is primarily attributed to expenditures related to equipment leases, outside services and advertising. The increase in equipment leases is primarily due to the leasing of computer hardware to support the infrastructure of the network hardware environment that is required to support both new and future software applications. The increase in outside services and advertising is due primarily to Hub Distribution's support of its e-business initiative, a national home delivery service for large items purchased via the internet.

## DEPRECIATION AND AMORTIZATION OF PROPERTY AND EQUIPMENT

Depreciation and amortization increased $29.0 \%$ to $\$ 1.2$ million from $\$ 1.0$ million in 1999. This expense as a percentage of revenue increased to $0.4 \%$ from $0.3 \%$ in 1999. The increase in depreciation is primarily attributed to internally developed operating systems for the point-of-purchase installation and other niche logistics services offered by Hub Distribution.

## AMORTIZATION OF GOODWILL

Amortization of goodwill remained constant at $\$ 1.4$ million. The expense as a percentage of revenue remained constant at $0.4 \%$.

## CHANGE IN ESTIMATE/IMPAIRMENT OF PROPERTY AND EQUIPMENT

In the second quarter of 1999, a $\$ 0.9$ million pretax charge was recorded due to a change in estimate and an impairment loss relating to certain operating software applications. Specifically, $\$ 0.7$ million of this charge was attributable to a change in estimate of the useful life for the Visual Movement software previously used primarily for brokerage. The Visual Movement software is no longer being used to support the Company's truckload brokerage service offering and was replaced with enhancements to the Company's proprietary intermodal operating software during the second quarter of 1999. These enhancements allowed for greater network visibility of loads. The $\$ 0.2$ million impairment loss related to the write-down of a logistics software program. The fair value was determined based on the estimated future cash flows attributable to the single customer who continued to use this software throughout 1999. The Company has installed a new logistics software package and is currently testing the software for its operational applications. This new software will provide enhanced functionality.

OTHER INCOME (EXPENSE)
Other income (expense) netted to $\$(2.6)$ million in 2000 compared to \$(0.9) million in 1999.

Interest expense increased to \$(2.8) million in 2000 from \$(2.1) million in 1999. The increase in interest expense is due primarily to the additional debt required to fund the purchase of the remaining $70 \%$ minority interests in Hub City Alabama, L.P., Hub City Atlanta, L.P., Hub City Boston, L.P., Hub City Canada, L.P., Hub City Cleveland, L.P., Hub City Detroit, L.P., Hub City Florida, L.P., Hub City Indianapolis, L.P., Hub City Kansas City, L.P., Hub City Mid-Atlantic, L.P., Hub City New York/New Jersey, L.P., Hub City New York State, L.P., Hub City Ohio, L.P., Hub City Philadelphia, L.P., Hub City Pittsburgh, L.P., Hub City Portland, L.P., and Hub City St. Louis, L.P. (collectively referred to as the "April 1999 Purchase"). The debt to fund the April 1999 Purchase was obtained on April 30, 1999.

Interest income remained constant at $\$ 0.2$ million in both periods.
Other income decreased to $\$ 0.0$ million in 2000 from $\$ 1.0$ million in 1999. This decrease in other income is due to $\$ 1.0$ million of non-recurring income recognized in the second quarter of 1999 upon execution of a confidential agreement with one of the company's vendors.

## MINORITY INTEREST

Minority interest decreased $68.5 \%$ to $\$ 0.2$ million from $\$ 0.5$ million in 1999. The decrease in the percentage is attributed to lower income of Hub Distribution due primarily to costs incurred in the development of their e-business initiative.

## INCOME TAXES

The provision for income taxes decreased $12.9 \%$ to $\$ 1.6$ million from $\$ 1.8$ million in 1999. The Company is providing for income taxes at an effective rate of $41.0 \%$ in 2000.

## NET INCOME

Net income decreased 12.9\% to \$2.3 million from \$2.6 million in 1999.

## EARNINGS PER SHARE

Earnings per share decreased $11.8 \%$ to \$0.30 from \$0.34 in 1999.

## REVENUE

Revenue for the Company increased $7.3 \%$ to $\$ 672.9$ million from $\$ 627.1$ million in 1999. Intermodal revenue increased $3.7 \%$ over 1999. Management believes that the slower than historical growth in intermodal is due in part to the termination of a significant customer contract in November 1999 and in part to the service disruption from the split-up of Conrail which began on June 1, 1999. Truckload brokerage revenue increased 10.0\% over 1999. Logistics revenue, which includes revenue from the Company's core logistics services and all revenue from Hub Distribution, increased $29.1 \%$ compared to 1999. This increase is primarily due to the growth in the Company's core logistic services.

## NET REVENUE

Net revenue increased $7.5 \%$ to $\$ 84.0$ million from $\$ 78.2$ million in 1999. As a percentage of revenue, net revenue was $12.5 \%$ in both periods.

## SALARIES AND BENEFITS

Salaries and benefits increased $14.3 \%$ to $\$ 47.3$ million from $\$ 41.4$ million in 1999. As a percentage of revenue, salaries and benefits increased to $7.0 \%$ of revenue from $6.6 \%$ in 1999. The increase in the percentage is primarily attributed to increased headcount supporting the Company's information technology initiatives, e-business initiatives and to support our growing base of service offerings operationally as well as to hire salesmen to sell these additional services. These additional services include boxcar, flat bed, and certain logistic applications.

SELLING, GENERAL AND ADMINISTRATIVE
Selling, general and administrative expenses increased $21.4 \%$ to $\$ 22.4$ million from $\$ 18.5$ million in 1999. These expenses, as a percentage of revenue, increased to $3.3 \%$ from $2.9 \%$ in 1999. The increase in the percentage is primarily attributed to expenditures related to outside services, equipment leases, and advertising. The increase in outside services and advertising is due primarily to Hub Distribution's support of its e-business initiative, a national home delivery service for large items purchased via the internet. The increase in equipment leases is primarily due to the leasing of computer hardware to support the infrastructure of the network hardware environment that is required to support both new and future software applications.

## DEPRECIATION AND AMORTIZATION OF PROPERTY AND EQUIPMENT

Depreciation and amortization increased $18.9 \%$ to $\$ 2.4$ million from $\$ 2.0$ million in 1999. This expense as a percentage of revenue increased to $0.4 \%$ from $0.3 \%$ in 1999. The increase in depreciation is primarily attributed to internally developed operating systems for the point-of-purchase installation and logistics services offered by Hub Distribution.

AMORTIZATION OF GOODWILL
Amortization of goodwill increased $30.6 \%$ to $\$ 2.9$ million from $\$ 2.2$ million in 1999. The expense as a percentage of revenue remained constant at $0.4 \%$. The increase in expense is primarily attributable to the amortization of the goodwill associated with the April 1999 Purchase.

In the second quarter of 1999, a $\$ 0.9$ million pretax charge was recorded due to a change in estimate and an impairment loss relating to certain operating software applications. Specifically, $\$ 0.7$ million of this charge was attributable to a change in estimate of the useful life for the Visual Movement software previously used primarily for brokerage. The Visual Movement software is no longer being used to support the Company's truckload brokerage service offering and was replaced with enhancements to the Company's proprietary intermodal operating software during the second quarter of 1999. These enhancements allowed for greater network visibility of loads. The $\$ 0.2$ million impairment loss related to the write-down of a logistics software program. The fair value was determined based on the estimated future cash flows attributable to the single customer who continued to use this software throughout 1999. The Company has installed a new logistics software package and is currently testing the software for its operational applications. This new software will provide enhanced functionality.

OTHER INCOME (EXPENSE)
Other income (expense) netted to $\$(5.5)$ million in 2000 compared to \$(1.1) million in 1999.

Interest expense increased to \$(6.0) million in 2000 from \$(2.6) million in 1999. The increase in interest expense is due primarily to the additional debt required to fund the April 1999 Purchase.

Interest income decreased to $\$ 0.3$ million in 2000 from $\$ 0.5$ million in 1999. The primary cause of this decrease is the Company's increased concentration of its cash balances to reduce debt and minimize interest expense.

Other income decreased to $\$ 0.1$ million in 2000 from $\$ 1.0$ million in 1999. This decrease in other income is primarily due to $\$ 1.0$ million of non-recurring income recognized in second quarter of 1999 upon execution of a confidential agreement with one of the Company's vendors.

## MINORITY INTEREST

Minority interest decreased $97.3 \%$ to $\$ 0.1$ million from $\$ 4.4$ million in 1999. This decrease is primarily attributed to the purchase of the remaining 70\% minority interests in connection with the April 1999 Purchase.

INCOME TAXES

The provision for income taxes decreased $56.7 \%$ to $\$ 1.4$ million from $\$ 3.2$ million in 1999. The Company is providing for income taxes at an effective rate of $41.0 \%$ in 2000.

NET INCOME
Net income decreased $56.8 \%$ to $\$ 2.0$ million from $\$ 4.6$ million in 1999.

## EARNINGS PER SHARE

Basic earnings per share decreased $56.7 \%$ to \$0.26 from \$0.60 in 1999. Diluted earnings per share decreased $55.9 \%$ to $\$ 0.26$ from \$0.59 in 1999.

## LIQUIDITY AND CAPITAL RESOURCES

The Company maintains a bank facility with Harris Trust and Savings Bank ("Harris"). The facility is comprised of $\$ 50.0$ million in term debt and a $\$ 50.0$ million revolving line of credit. At June 30, 2000, there was $\$ 45.0$ million of outstanding term debt and $\$ 22.0$ million outstanding and $\$ 28.0$ million unused and available under the line of credit with Harris. Borrowings under the line of credit are unsecured and have a five-year term that began on April 30, 1999, with a floating interest rate based upon the LIBOR (London Interbank Offered Rate) or Prime Rate. The term debt has quarterly payments ranging from $\$ 1,250,000$ to $\$ 2,000,000$ with a balloon payment of $\$ 19.0$ million due on March 31, 2004

The Company maintains $\$ 50.0$ million of private placement debt (the "Notes"). These Notes are unsecured and have an eight-year average life with a coupon interest rate of $8.64 \%$ paid quarterly. These Notes mature on June 25, 2009, with annual payments of \$10.0 million commencing on June 25, 2005.

On June 30, 2000 the Company's $\$ 5.0$ million bank line of credit with Cass Bank and Trust Company was terminated.

OUTLOOK, RISKS AND UNCERTAINTIES
This "Outlook, Risks and Uncertainties" section contains statements regarding expectations, hopes, beliefs, intentions or strategies regarding the future which are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are inherently uncertain and subject to risks. Such statements should be viewed with caution. Actual results or experience could differ materially from the forward-looking statements as a result of many factors. The Company assumes no liability to update any such forward-looking statements. In addition to those mentioned elsewhere in this section, such risks and uncertainties include the impact of competitive pressures in the marketplace, including the entry of new, web-based competitors, the degree and rate of market growth in the intermodal, brokerage and logistics markets served by the Company, changes in rail and truck capacity, further consolidation of rail carriers, rail service conditions, changes in governmental regulation, adverse weather conditions, fuel shortages, changes in the cost of services from rail, drayage and other vendors and fluctuations in interest rates.

## NET REVENUE

As described above, the net revenue for the three months ended June 30, 2000 as a percentage of revenue increased to $12.9 \%$ of revenue from $12.2 \%$ for the three months ended June 30, 1999. A number of factors that contributed to this higher margin are one-time in nature or not likely to continue in the future. Management expects the net revenue, as a percentage of revenue, will likely decline in future quarters from the $12.9 \%$ level to a more historical level. The net revenue for the six months ended June 30 was $12.5 \%$ for both periods 2000 and 1999 which is more consistent with the Company's historical level.

## BUSINESS COMBINATIONS/DIVESTITURES

During the second quarter, the Company terminated the letter of intent to divest Hub Group Inc.'s interest in Hub Group Distribution Services.

LIQUIDITY AND CAPITAL RESOURCES
The Company believes that cash to be provided by operations, cash available under its lines of credit and the Company's ability to obtain additional credit capacity will be sufficient to meet the Company's short-term working capital and capital expenditure needs. The Company believes that the aforementioned items are sufficient to meet its anticipated long-term working capital, capital expenditure and debt repayment needs.

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

The 2000 Annual Meeting of Stockholders of Hub Group, Inc. was held on May 17, 2000. At this meeting, the following six directors were reelected with the following votes: Phillip C. Yeager: 19,696,209 votes for and 57,337 votes withheld; David P. Yeager: 19,696,909 votes for and 56,637 votes withheld; Thomas L. Hardin: 19,696,909 votes for and 56,637 votes withheld; Gary D. Eppen: 19,697,494 votes for and 56,052 votes withheld; Charles R. Reaves: 19,697,494 votes for and 56, 052 votes withheld; Martin P. Slark: 19,697,494 votes for and 56, 052 votes withheld.

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, 2000
/S/ JAY E. PARKER
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Jay E. Parker
Vice President-Finance and
Chief Financial Officer
(Principal Financial Officer)

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.

1,000

## 3-MOS

DEC-31-2000
JUN-30-2000
0
0
189202
3438
0
191604
48061
12917
446245
194864
0
0
77
446245
133059

0
344329
299746
37894
47
2824
3895
1597
6689
0
0
0
2298
0.30
0.30


[^0]:    See notes to unaudited condensed consolidated financial statements.

