## 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 $\qquad$ 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)

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 $15(\mathrm{~d})$ 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, 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. oren

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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 |  | 114,967 |  | 114,125 |
| Prepaid expenses and other current assets |  | 3,407 |  | 3,532 |
| TOTAL CURRENT ASSETS |  | 144,712 |  | 131,550 |
| 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 |  | 218,273 |  | 201,225 |



[^0]|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1997 |  | 1996 |  | 1997 |  | 1996 |  |
| REVENUE: |  |  |  |  |  |  |  |  |
| Trade | \$ | 268,200 |  | 209,236 | \$ | 519,320 | \$ | 254,574 |
| Affiliates |  | - |  | - |  | - |  | 3,459 |
| Total revenue |  | 268,200 |  | 209,236 |  | 519,320 |  | 258,033 |
| TRANSPORTATION COSTS |  | 235,740 |  | 184,112 |  | 456,646 |  | 227,524 |
| Net revenue |  | 32,460 |  | 25,124 |  | 62,674 |  | 30,509 |
| COSTS AND EXPENSES: |  |  |  |  |  |  |  |  |
| Salaries and benefits |  | 16,044 |  | 12,514 |  | 31,297 |  | 15,101 |
| Selling, general and administrative |  | 6,996 |  | 4,947 |  | 13, 080 |  | 5,945 |
| Depreciation and amortization |  | 1,028 |  | 820 |  | 1,989 |  | 865 |
| Total costs and expenses |  | 24,068 |  | 18,281 |  | 46,366 |  | 21,911 |
| Operating income |  | 8,392 |  | 6,843 |  | 16,308 |  | 8,598 |
| OTHER INCOME (EXPENSE): |  |  |  |  |  |  |  |  |
| Interest expense |  | (523) |  | (302) |  | $(1,142)$ |  | (339) |
| Interest income |  | 298 |  | 274 |  | 561 |  | 305 |
| Other, net |  | 26 |  | (46) |  | 56 |  | (38) |
| Total other income (expense) |  | (199) |  | (74) |  | (525) |  | (72) |
| INCOME BEFORE MINORITY INTEREST AND PROVISION FOR INCOME TAXES |  | 8,193 |  | 6,769 |  | 15,783 |  | 8,526 |
| 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 | \$ | 2,217 | \$ | 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.

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

|  | Common Stock |  |  | Additional <br> Paid-in <br> Capital |  | Purchase <br> Price in Excess of Predecessor Basis |  | Tax Benefit of Purchase Price In Excess of Predecessor Basis |  | Retained Earnings |  | Total Stockholders' Equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at December 31, 1996 | 5,923,546 | \$ | 59 | \$ | 55,083 | \$ | $(25,764)$ | \$ | 10,306 | \$ | 6,440 | \$ | 46,124 |
| Net income | - |  | - |  | - |  | - |  | - |  | 4,195 |  | 4,195 |
| Sale of common stock in initial public offering, net | - |  | - |  | (45) |  | - |  | - |  | - |  | (45) |
| Exercise of non-qualified stock options | 3,000 |  | - |  | 58 |  | - |  | - |  | - |  | 58 |
| Balance at June 30, 1997 | 5,926,546 | \$ | 59 | \$ | 55,096 | \$ | $(25,764)$ | \$ | 10,306 |  | 0,635 | \$ | 50,332 |

See notes to unaudited condensed consolidated financial statements.

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

|  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1997 |  | 1996 |  |
| Cash flows from operating activities: |  |  |  |  |
| Net income | \$ | 4,195 | \$ | 2,545 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 2,517 |  | 865 |
| Deferred taxes |  | 608 |  | 180 |
| Minority interest |  | 8,792 |  | 4,686 |
| Loss/(Gain) on sale of assets |  | (9) |  | (1) |
| 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 |
| Accrued expenses |  | 3,488 |  | 2,227 |
| Other assets |  | (660) |  | 9 |
| Net cash provided by operations |  | 29,253 |  | 6,498 |
| Cash flows from investing activities: |  |  |  |  |
| Cash used in acquisitions, net |  | - |  | $(37,544)$ |
| 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 |  | (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: |  |  |  |  |
| Interest | \$ | 157 | \$ | 39 |
| Income taxes |  | 464 |  | 278 |
| Non-cash investing and financing activities: |  |  |  |  |
| Notes payable issued as distributions to stockholders | \$ | - | \$ | 663 |

See notes to unaudited condensed consolidated financial statements.

## NOTES TO UNAUDITED CONDENSED

 CONSOLIDATED FINANCIAL STATEMENTSNOTE 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 ndividual 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 f 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. for as purchases in 1996 as if they had been acquired as of January 1, 1996:

|  | Six Months Ended June 30, 1996 |  |
| :---: | :---: | :---: |
|  | (000's) |  |
| Revenue as reported | \$ | 258,033 |
| Revenue of purchased business for period prior to acquisitions, net of eliminations |  | 184,660 |
| Pro forma revenue | \$ | 442,693 |
| Net income as reported | \$ | 2,304 |
| Net income of purchased businesses for period prior to acquisitions |  | 82 |
| Adjustment for goodwill amortization |  | (158) |
| Pro forma net income | \$ | 2,228 |
| Earnings per share as reported Effect of purchased businesses prior to acquisitions | \$ | 0.56 |
|  |  | (0.17) |
| Pro forma earnings per share | \$ | 0.39 |

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

|  | $\begin{aligned} & \text { Six Months } \\ & \text { Ended June 30, } \\ & 1996 \end{aligned}$ |  |
| :---: | :---: | :---: |
|  | (000'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 bas |  | 25,764 |
| Tax benefit of purchase price in excess of 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.

Property and equipment consist of the following:

| June 30, 1997 | $\begin{gathered} \text { December } 31, \\ 1996 \end{gathered}$ |
| :---: | :---: |
| (000's) |  |
| \$ 92 | \$ 92 |
| 859 | 841 |
| 942 | 629 |
| 9,457 | 7,258 |
| 3,895 | 3,419 |
| 5,762 | 4,541 |
| 21,007 | 16,780 |
| $(4,413)$ | $(2,722)$ |
| \$16,594 | \$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.

## 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 \$174.5 million 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.

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.

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.

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.

|  | January 1, through March 17, 1996 |  |
| :---: | :---: | :---: |
| REVENUE: |  |  |
| Trade | \$ | 142,413 |
| Affiliate |  | 3,992 |
| Total revenue |  | 146,405 |
| PURCHASED TRANSPORTATION |  | 128,405 |
| Net revenue |  | 18,000 |
| COSTS AND EXPENSES: |  |  |
| Salaries and benefits |  | 9,807 |
| Selling, general and administrative |  | 3,393 |
| Depreciation and amortization |  | 553 |
| Total costs and expenses |  | 13,753 |
| Operating income |  | 4,247 |
| OTHER INCOME (EXPENSE): |  |  |
| Interest expense |  | (56) |
| Interest income |  | 120 |
| Other, net |  | 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.
unaudited condensed combined statement of stockholders' equity For the period January 1, 1996 through March 17, 1996
(in thousands, except shares)

|  | Common Shares | St | ock | Add Pa Ca | $\begin{aligned} & \text { tiona } \\ & \text { d-in } \\ & \text { ital } \end{aligned}$ |  | easury tock |  | tained rnings | Total Stockholders' Equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at December 31, 1995 | 105,800 | \$ | 1,943 | \$ | 629 | \$ | (32) | \$ | 9,197 | \$ | 11,737 |
| Net income | - |  | - |  | - |  |  |  | 4,280 |  | 4,280 |
| Distributions to stockholders | - |  | $(1,730)$ |  | (629) |  | 32 |  | 13,477) |  | $(15,804)$ |
| Balance at March 17, 1996 | 105,800 | \$ | 213 | \$ | - | \$ | - | \$ | - | \$ | 213 |

See notes to unaudited condensed combined financial statements.

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

See notes to unaudited condensed combined financial statements.

## notes to unaudited condensed combined

FINANCIAL STATEMENTS

## 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 fiveyear 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.

## 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.

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.
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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.

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26338
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116265
1298

144712
2722
218273
145692
0

0
59
50273
218273
0
268200
0
235740
24068
216
523
3695
1478
8392
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0
2217
.37


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

