1

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            SECURITIES AND EXCHANGE COMMISSION
            Washington, D.C.
                                20549
                    FORM 10-Q
QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF
                    THE SECURITIES EXCHANGE ACT OF 1934
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For the quarter ended Commission File
    May 31, 1997
    Number 1-8504
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UNIFIRST CORPORATION
(Exact name of registrant as specified in its charter)

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        Massachusetts 04-2103460
(State of Incorporation) (IRS Employer ID Number)
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                6 8 \text { Jonspin Road}
                Wilmington, Massachusetts 01887
                (Address of principal executive offices)
Registrant's telephone number: (508) 658-8888
```

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 preceeding 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.

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Yes [X] No [ ]
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The number of outstanding shares of the registrant's Common Stock and Class B Common Stock as of July 7, 1997 were $7,893,864$ and $12,616,744$ respectively.

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PART 1 - FINANCIAL INFORMATION

FORM 10-Q
UNIFIRST CORPORATION AND SUBSIDIARIES
CONDENSED BALANCE SHEETS
(unaudited)


## Assets

Current assets:
Cash
\$ 5,936,000

39,362,000
Prepaid expenses
140,000

| Total current assets | 105,485,000 | 95,212,000 | 96,361,000 |
| :---: | :---: | :---: | :---: |
| Property and equipment: |  |  |  |
| Land, buildings and leasehold improvements | 133,489,000 | 119,346,000 | 118,101,000 |
| Machinery and equipment | 136,060,000 | 120,671,000 | 119,204,000 |
| Motor vehicles | 36,690,000 | 33,278,000 | 33,379,000 |
| Less - accumulated depreciation | 306,239,000 | 273,295,000 | 270,684,000 |
|  | 124,252,000 | 113,191,000 | 111,408,000 |
|  | 181,987,000 | 160,104,000 | 159,276,000 |
| Other assets | 48,767,000 | 47,062,000 | 43,520,000 |
|  | \$336,239,000 | \$302, 378,000 | \$299,157,000 |
| Liabilities and Shareholders' Equity |  |  |  |
| Current liabilities: |  |  |  |
| Current maturities of long-term obligations | \$ 1,037,000 | \$ 1,058,000 | \$ 1,050,000 |
| Notes payable | 3,340,000 | 2,757,000 | -- |
| Accounts payable | 13,075,000 | 11,697,000 | 13,261,000 |
| Accrued liabilities | 46,167,000 | 37,371,000 | 38,639,000 |
| Accrued and deferred income taxes | 2,679,000 | 3,679,000 | 4,380,000 |
| Total current liabilities | 66,298,000 | 56,562,000 | 57,330,000 |
| Long-term obligations, net of current maturities | 42,745,000 | 38,307,000 | 41,287,000 |
| Deferred income taxes | 17,213,000 | 16,400,000 | 15,201,000 |
| Shareholders' equity: |  |  |  |
| Preferred stock, $\$ 1.00$ par value; 2,000,000 shares authorized; none issued | -- | -- | -- |
| Common stock, $\$ .10$ par value; $30,000,000$ shares authorized; issued and outstanding 7,893,864 shares | 789,000 | 789,000 | 789,000 |
| Class B Common stock, $\$ .10$ par value; $20,000,000$ shares authorized; issued and outstanding |  |  |  |
| 12,616,744 shares | 1,262,000 | 1,262,000 | 1,262,000 |
| Capital surplus | 7,078,000 | 7,078,000 | 7,078,000 |
| Retained earnings | 201,531,000 | 182,384,000 | 176,568,000 |
| Cumulative translation adjustment | (677,000) | ( 404,000) | $(358,000)$ |
| Total shareholders' equity | 209,983,000 | 191,109,000 | 185,339,000 |
|  | \$336,239,000 | \$302,378,000 | \$299,157,000 |

* Condensed from audited financial statements

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

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FORM 10-Q
FORM $10-Q \quad$ CORPORATION AND SUBSIDIARIES
CONDENSED STATEMENTS OF INCOME
(unaudited)

|  | Thirty-nine weeks ended May 31, 1997 | Forty weeks ended June 1, 1996 | Thirteen weeks ended May 31, 1997 | Thirteen weeks ended June 1, 1996 |
| :---: | :---: | :---: | :---: | :---: |
| Revenues | \$313,164,000 | \$294,792,000 | \$107,124,000 | \$98,554,000 |
| Costs and expenses: |  |  |  |  |
| Operating costs | 192,243,000 | 180,520,000 | 65,905,000 | 59,339,000 |
| Selling and administrative expenses | 69,676,000 | 68,528,000 | 23,123,000 | 22,868,000 |
| Depreciation and amortization | 17,161,000 | 15,339,000 | 5,969,000 | 5,340,000 |
|  | 279,080,000 | 264,387,000 | 94,997,000 | 87,547,000 |
| Income from operations | 34,084,000 | 30,405,000 | 12,127,000 | 11,007,000 |
| Interest expense (income): |  |  |  |  |
| Interest expense | 1,792,000 | 1,995,000 | 641,000 | 755,000 |
| Interest income | $(155,000)$ | $(193,000)$ | $(49,000)$ | $(61,000)$ |
|  | 1,637,000 | 1,802,000 | 592,000 | 694,000 |
| Income before income taxes | 32,447,000 | 28,603,000 | 11,535,000 | 10,313,000 |
| Provision for income taxes | 11,681,000 | 10,297,000 | 4,153,000 | 3,713,000 |


| Net income | \$ 20,766,000 |  | \$ 18,306,000 |  | \$ | 7,382,000 | \$ 6,600,000 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Weighted average number of shares outstanding |  | 20,510,608 |  | 20,510,608 |  | 20,510,608 |  | 0,608 |
| Net income per share | \$ | 1.01 | \$ | 0.89 | \$ | 0.36 | \$ | 0.32 |

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

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FORM 10-Q
UNIFIRST CORPORATION AND SUBSIDIARIES
CONDENSED STATEMENTS OF CASH FLOWS
(unaudited)


| Cash flows from operating activities: |  |  |
| :--- | ---: | ---: |
| Net Income | $20,766,000$ | $18,306,000$ |
| Adjustments: | $14,303,000$ | $12,767,000$ |
| Depreciation | $2,858,000$ | $2,572,000$ |
| Amortization of other assets | $(2,865,000)$ | $(4,688,000)$ |
| Receivables | $(3,172,000)$ | 215,000 |
| Inventories | $(804,000)$ | $(1,789,000)$ |
| Rental merchandise in service | $(13,000)$ | -- |
| Prepaid expenses | $1,303,000$ | 280,000 |
| Accounts payable | $8,806,000$ | $3,197,000$ |
| Accrued liabilities | $(986,000)$ | 513,000 |
| Accrued and deferred income taxes | 818,000 | 614,000 |




Supplemental disclosure of cash flow information:

| Interest paid | $\$ 1,773,000$ | $\$ 2,007,000$ |
| :--- | :--- | :--- |
| Income taxes paid | $\$ 11,868,000$ | $\$, 379,000$ |

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

FORM 10-Q
UNIFIRST CORPORATION AND SUBSIDIARIES

NOTES TO CONDENSED FINANCIAL STATEMENTS

FOR THE THIRTY-NINE WEEKS ENDED MAY 31, 1997

1. These condensed financial statements have been prepared by the Company without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations; however, the Company believes that the information furnished reflects all adjustments which are, in the opinion of management, necessary to a fair statement of results for the interim period. It is suggested that these condensed financial statements be read in conjunction with the financial statements and the notes, thereto, included in the Company's latest annual report.
2. From time to time, the Company is subject to legal proceedings and claims arising from the conduct of their business operations, including personal injury, customer contract, employment claims and environmental matters. In the opinion of management, such proceedings and claims are not likely to result in losses which would have a material adverse effect upon the financial position or results of operations of the Company.

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FORM 10-Q
UNIFIRST CORPORATION AND SUBSIDIARIES
MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS
OF OPERATIONS AND FINANCIAL CONDITION
FOR THE THIRTY-NINE WEEKS ENDED MAY 31, 1997

RESULTS OF OPERATIONS

- ----------------------

Thirty-nine Weeks of Fiscal 1997 compared to Forty Weeks of Fiscal 1996

Revenues for the first thirty-nine weeks of fiscal 1997 increased $\$ 18,372,000$ or $6.2 \%$ over the first forty weeks of fiscal 1996 . This increase can be attributed to acquisitions (2.5\%), price increases (1.0\%) and growth from existing operations (5.2\%) offset by one week less of revenue (2.5\%) in fiscal 1997.

Income from operations as a percentage of revenue increased to $10.9 \%$ in fiscal 1997 from $10.3 \%$ for the fiscal 1996 period. The main reason for the increase is improved profit margins in the Company's core uniform rental business.

Net interest expense (interest expense less interest income) was $\$ 1,637,000$ in fiscal 1997 as compared to $\$ 1,802,000$ in fiscal 1996 . The decrease is

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attributable to lower interest rates in fiscal 1997.
The Company's effective income tax rate was 36.0% in both periods.
Thirteen Weeks ended May 31, 1997 compared to Thirteen Weeks ended June 1, 1996
- ---------------------------------------------------------------------------------------
Fiscal 1997 third quarter revenues increased $8,570,000 or 8.7% over the fiscal
1996 third quarter. This increase can be attributed to acquisitions (1.6%),
price increases (1.0%) and growth from existing operations (6.1%).
Income from operations as a percentage of revenue of 11.3% in fiscal 1997 was
comparable to 11.2% for the fiscal }1996\mathrm{ period.
Net interest expense (interest expense less interest income) was $592,000 in
fiscal 1997 as compared to $694,000 in fiscal 1996. The decrease is attributable
to lower interest rates in the fiscal 1997 quarter.
The Company's effective income tax rate was 36.0% in both periods.
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    7
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                    FORM 10-Q
                    UNIFIRST CORPORATION AND SUBSIDIARIES
MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS
OF OPERATIONS AND FINANCIAL CONDITION
    (continued)
FOR THE THIRTY-NINE WEEKS ENDED MAY 31, 1997
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LIQUIDITY AND CAPITAL RESOURCES

- ---------------------------------
During the thirty-nine weeks ended May 31, 1997 net cash provided by operating
activities, $\$ 41,014,000$, was primarily used for capital expenditures,
$\$ 35,954,000$ and acquisition of businesses, \$4,971,000.
The Company had $\$ 5,936,000$ in cash and $\$ 23,900,000$ available on its $\$ 60,000,000$
line of credit as of May 31, 1997. The Company believes its ability to generate
cash from operations will adequately cover its foreseeable capital requirements.
Shareholders' equity at May 31, 1997 was $\$ 210$ million, $83 \%$ of total
capitalization, indicating the overall strength of the Company's balance sheet.
EFFECTS OF INFLATION
- ----------------------

Inflation has had the effect of increasing the reported amounts of the company's revenues and costs. The Company uses the last-in, first-out (LIFO) method to value a significant portion of inventories. This method tends to reduce the amount of income due to inflation included in the Company's results of operations. The Company believes that, through increases in its prices and productivity improvements, it has been able to recover increases in costs and expenses attributable to inflation.

## FORM 10-Q

UNIFIRST CORPORATION AND SUBSIDIARIES

Item 6. Exhibits and Reports on Form 8-K

(a) Exhibits:
(27) Financial Data Schedule
(b) Reports on Form 8-K: None

## SIGNATURES

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

UNIFIRST CORPORATION
/s/ RONALD D. CROATTI
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Ronald D. Croatti
Vice Chairman, President and
Chief Executive Officer

Date: July 15, 1997
/s/ JOHN B. BARTLETT
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John B. Bartlett
Senior Vice President and Chief Financial Officer

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THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE
FINANCIAL STATEMENTS OF UNIFIRST CORPORATION FOR THE THIRTY-NINE WEEKS ENDED
MAY 31, 1997, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL
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