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UNI MARTS INC  
Form 10-Q  
August 17, 2001

UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549  
FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934

For the quarterly period ended-----July 5, 2001-----

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-----1-11556-----

-----UNI-MARTS, INC.-----

(Exact name of registrant as specified in its charter)

----Delaware-----25-1311379---

(State or other jurisdiction of incorporation or organization) (I.R.S. Employer Identification No.)

477 East Beaver Avenue, State College, PA-----16801-5690

(Address of principal executive offices) (Zip Code)

----- (814) 234-6000-----

(Registrant's telephone number, including area code)

(Former name, former address and former fiscal year, if changed since last report.)

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--

7,064,808 Common Shares were outstanding at August 10, 2001.

This Document Contains 20 Pages.

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UNI-MARTS, INC. AND SUBSIDIARIES  
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### PART I. FINANCIAL INFORMATION

#### ITEM 1. FINANCIAL STATEMENTS

#### UNI-MARTS, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited)

|   | July 5,<br>2001 | September 30,<br>2000 |
|---|-----------------|-----------------------|
|   | -----           | -----                 |
| ASSETS  |                 |                       |
| CURRENT ASSETS:   |                 |                       |
| Cash  | \$ 5,959,226    | \$ 7,881,674          |
| Accounts receivable - less allowances of<br>\$251,400 and \$226,200 | 6,196,412       | 6,106,062             |
| Inventories   | 17,619,491      | 16,235,721            |
| Prepaid and current deferred taxes                                  | 1,934,513       | 1,856,208             |
| Property held for sale  | 1,046,839       | 1,603,421             |
| Prepaid expenses and other  | 916,980         | 1,204,554             |
| Loan due from officer - current portion                             | 0               | 60,000                |
|   | -----           | -----                 |

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|  |               |               |
|--|---------------|---------------|
| TOTAL CURRENT ASSETS   | 33,673,461    | 34,947,640    |
| PROPERTY, EQUIPMENT AND IMPROVEMENTS -<br>at cost, less accumulated depreciation and<br>amortization of \$58,074,100 and<br>\$53,681,900 | 105,034,144   | 100,701,217   |
| LOAN DUE FROM OFFICER  | 420,389       | 420,291       |
| NET INTANGIBLE AND OTHER ASSETS  | 7,885,537     | 8,168,366     |
|  | -----         | -----         |
| TOTAL ASSETS   | \$147,013,531 | \$144,237,514 |
|  | =====         | =====         |

(CONTINUED)

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UNI-MARTS, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED BALANCE SHEETS  
(Unaudited)  
(CONTINUED)

|  | July 5,<br>2001 | September 30,<br>2000 |
|--|-----------------|-----------------------|
|  | -----           | -----                 |
| LIABILITIES AND STOCKHOLDERS' EQUITY   |                 |                       |
| CURRENT LIABILITIES:   |                 |                       |
| Accounts payable   | \$ 14,343,368   | \$ 18,400,556         |
| Gas taxes payable  | 4,105,337       | 3,399,429             |
| Accrued expenses   | 6,266,592       | 7,028,709             |
| Current maturities of long-term debt   | 2,191,031       | 2,232,728             |
| Current obligations under capital leases   | 387,518         | 385,918               |
|  | -----           | -----                 |
| TOTAL CURRENT LIABILITIES  | 27,293,846      | 31,447,340            |
| LONG-TERM DEBT, less current maturities  | 81,997,991      | 74,219,620            |
| OBLIGATIONS UNDER CAPITAL LEASES,<br>less current maturities   | 454,715         | 786,205               |
| DEFERRED TAXES   | 2,915,100       | 2,956,300             |
| DEFERRED INCOME AND OTHER LIABILITIES  | 5,392,175       | 5,859,928             |
| COMMITMENTS AND CONTINGENCIES  |                 |                       |
| STOCKHOLDERS' EQUITY:  |                 |                       |
| Common Stock, par value \$.10 per share:<br>Authorized 15,000,000 shares<br>Issued 7,386,183 and 7,361,123<br>shares, respectively | 738,618         | 736,112               |
| Additional paid-in capital   | 23,830,146      | 23,816,387            |

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|   |               |               |
|---|---------------|---------------|
| Retained earnings   | 6,447,605     | 6,527,095     |
|   | -----         | -----         |
|   | 31,016,369    | 31,079,594    |
| Less treasury stock, at cost - 323,275<br>and 333,714 shares of Common Stock,<br>respectively | ( 2,056,665)  | ( 2,111,473)  |
|   | -----         | -----         |
|   | 28,959,704    | 28,968,121    |
|   | -----         | -----         |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY  | \$147,013,531 | \$144,237,514 |
|   | =====         | =====         |

See notes to condensed consolidated financial statements

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UNI-MARTS, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS  
(Unaudited)

|   | QUARTER ENDED   |                  | THREE QUARTERS ENDED |                  |
|---|-----------------|------------------|----------------------|------------------|
|   | July 5,<br>2001 | June 29,<br>2000 | July 5,<br>2001      | June 29,<br>2000 |
|   | -----           | -----            | -----                | -----            |
| REVENUES:   |                 |                  |                      |                  |
| Merchandise sales                                       | \$ 53,734,213   | \$47,997,857     | \$151,335,062        | \$119,896,689    |
| Gasoline sales  | 58,087,908      | 50,755,430       | 165,789,157          | 116,800,351      |
| Other income  | 441,707         | 432,807          | 1,510,316            | 1,364,476        |
|   | 112,263,828     | 99,186,094       | 318,634,535          | 238,061,516      |
| COSTS AND EXPENSES:                                     |                 |                  |                      |                  |
| Cost of sales   | 88,433,832      | 78,351,125       | 251,204,563          | 185,440,836      |
| Selling   | 16,827,200      | 14,802,586       | 49,897,645           | 39,225,105       |
| General and administrative                              | 2,021,363       | 1,623,497        | 5,628,000            | 4,785,358        |
| Depreciation and amortization                           | 2,055,858       | 1,800,352        | 6,064,521            | 4,679,070        |
| Interest  | 1,952,383       | 1,715,631        | 5,936,745            | 3,628,039        |
| Provision for asset impairment                          | 23,751          | 56,397           | 23,751               | 56,397           |
|   | 111,314,387     | 98,349,588       | 318,755,225          | 237,814,805      |
| NET EARNINGS (LOSS) BEFORE<br>INCOME TAXES              | 949,441         | 836,506          | ( 120,690)           | 246,711          |
| INCOME TAX PROVISION (BENEFIT)                          | 322,700         | 251,000          | ( 41,200)            | 74,100           |
| NET EARNINGS (LOSS)                                     | \$ 626,741      | \$ 585,506       | (\$ 79,490)          | \$ 172,611       |
| BASIC EARNINGS (LOSS)<br>PER SHARE                      | \$ 0.09         | \$ 0.08          | (\$ 0.01)            | \$ 0.02          |
| DILUTED EARNINGS (LOSS)<br>PER SHARE                    | \$ 0.09         | \$ 0.08          | (\$ 0.01)            | \$ 0.02          |
| WEIGHTED AVERAGE NUMBER OF<br>COMMON SHARES OUTSTANDING | 7,062,194       | 7,008,384        | 7,049,043            | 6,977,873        |

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|  |           |           |           |           |
|--|-----------|-----------|-----------|-----------|
| WEIGHTED AVERAGE NUMBER OF<br>COMMON SHARES OUTSTANDING<br>ASSUMING DILUTION | 7,097,082 | 7,069,185 | 7,083,686 | 7,003,124 |
|--|-----------|-----------|-----------|-----------|

See notes to condensed consolidated financial statements

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UNI-MARTS, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(Unaudited)

|   | THREE QUARTERS ENDED |                  |
|---|----------------------|------------------|
|   | July 5,<br>2001      | June 29,<br>2000 |
|   | -----                | -----            |
| CASH FLOWS FROM OPERATING ACTIVITIES:                               |                      |                  |
| Cash received from customers and others                             | \$318,010,331        | \$237,324,468    |
| Cash paid to suppliers and employees                                | ( 311,306,790)       | ( 223,615,148)   |
| Dividends and interest received                                     | 61,873               | 61,481           |
| Interest paid (net of capitalized<br>interest of \$287,100 and \$0) | ( 6,256,059)         | ( 3,157,063)     |
| Income taxes (paid) received  | ( 78,305)            | 15,376           |
|   | -----                | -----            |
| NET CASH PROVIDED BY OPERATING<br>ACTIVITIES                        | 431,050              | 10,629,114       |
| CASH FLOWS FROM INVESTING ACTIVITIES:                               |                      |                  |
| Acquisition of business   | 0                    | ( 41,239,924)    |
| Receipts from sale of capital assets                                | 389,320              | 492,128          |
| Purchase of property, equipment and<br>improvements                 | ( 9,940,190)         | ( 4,147,829)     |
| Note receivable from officer  | 59,902               | 60,000           |
| Cash advanced for intangible and other<br>assets                    | ( 176,485)           | ( 171,650)       |
| Cash received for intangible and other<br>assets                    | 56,065               | 606,793          |
|   | -----                | -----            |
| NET CASH USED IN INVESTING ACTIVITIES                               | ( 9,611,388)         | ( 44,400,482)    |
| CASH FLOWS FROM FINANCING ACTIVITIES:                               |                      |                  |
| Borrowings (payments) on revolving credit<br>agreement              | 4,768,613            | ( 1,800,000)     |
| Additional long-term borrowings                                     | 4,899,776            | 39,809,551       |
| Principal payments on debt  | ( 2,419,562)         | ( 1,149,623)     |
| Proceeds from issuance of common stock                              | 9,063                | 4,338            |
|   | -----                | -----            |
| NET CASH PROVIDED BY FINANCING<br>ACTIVITIES                        | 7,257,890            | 36,864,266       |
|   | -----                | -----            |
| NET (DECREASE) INCREASE IN CASH                                     | ( 1,922,448)         | 3,092,898        |
| CASH:   |                      |                  |
| Beginning of period   | 7,881,674            | 1,944,358        |

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|               |                                |                                |
|---------------|--------------------------------|--------------------------------|
| End of period | -----<br>\$ 5,959,226<br>===== | -----<br>\$ 5,037,256<br>===== |
|---------------|--------------------------------|--------------------------------|

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UNI-MARTS, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(Unaudited)  
(CONTINUED)

|  | THREE QUARTERS ENDED |                  |
|--|----------------------|------------------|
|  | July 5,<br>2001      | June 29,<br>2000 |
|  | -----                | -----            |
| RECONCILIATION OF NET (LOSS) EARNINGS TO NET CASH PROVIDED BY OPERATING ACTIVITIES:        |                      |                  |
| NET (LOSS) EARNINGS  | (\$ 79,490)          | \$ 172,611       |
| ADJUSTMENTS TO RECONCILE NET (LOSS) EARNINGS TO NET CASH PROVIDED BY OPERATING ACTIVITIES: |                      |                  |
| Depreciation and amortization  | 6,064,521            | 4,679,070        |
| Loss on sale of capital assets and other   | 309,469              | 136,986          |
| Provision for asset impairment   | 23,751               | 56,397           |
| Changes in assets and liabilities:   |                      |                  |
| (Increase) decrease in:  |                      |                  |
| Accounts receivable  | ( 90,350)            | ( 2,913,807)     |
| Inventories  | ( 1,383,770)         | ( 2,348,344)     |
| Prepaid expenses   | 287,574              | 498,472          |
| Increase (decrease) in:  |                      |                  |
| Accounts payable and accrued expenses  | ( 4,113,397)         | 8,130,340        |
| Deferred income taxes and other liabilities  | ( 587,258)           | 2,217,389        |
|  | -----                | -----            |
| TOTAL ADJUSTMENTS TO NET (LOSS) EARNINGS   | 510,540              | 10,456,503       |
|  | -----                | -----            |
| NET CASH PROVIDED BY OPERATING ACTIVITIES  | \$ 431,050           | \$10,629,114     |
|  | =====                | =====            |
| Supplemental schedule of noncash investing activities:                                     |                      |                  |
| Liabilities assumed in acquisition   | \$ 0                 | \$2,500,000      |
| Fixed assets acquired under capital leases   | \$ 0                 | \$ 426,143       |

See notes to condensed consolidated financial statements

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## UNI-MARTS, INC. AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

### A. FINANCIAL STATEMENTS:

The condensed consolidated balance sheet as of July 5, 2001, the condensed consolidated statements of operations and the condensed consolidated statements of cash flows for the quarter ended and three quarters ended July 5, 2001 and June 29, 2000, respectively, have been prepared by Uni-Mart, Inc. (the "Company") without audit. In the opinion of management, all adjustments (which include only normal recurring adjustments) necessary to present fairly the financial position of the Company at July 5, 2001 and the results of operations and cash flows for all periods presented have been made.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted. It is suggested that these consolidated financial statements be read in conjunction with the financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the fiscal year ended September 30, 2000. Certain reclassifications have been made to the September 30, 2000 financial statements to conform to classifications used in fiscal year 2001. The results of operations for the interim periods are not necessarily indicative of the results to be obtained for the full year.

### B. BUSINESS ACQUISITION:

In the Company's fiscal year 2000, pursuant to an asset purchase agreement, the Company purchased the operating assets of Orloski Service Station, Inc. and its owners (collectively "OSSSI") for approximately \$42.7 million in cash. The transaction was accounted for as a purchase, and accordingly, operations of the acquired OSSSI assets are included in the consolidated financial statements from the date of acquisition.

The following table summarizes, on an unaudited pro forma basis, the estimated combined statements of operations for the three quarters ended June 29, 2000 as though the acquisition took place on October 1, 1999. This pro forma information does not purport to be indicative of the results of operations that would actually have been obtained if the acquisition had been effective on the date indicated.

|                              | Three<br>Quarters Ended<br>June 29,<br>2000<br>----- |
|------------------------------|--|
| Revenues                     | \$286,416,000  |
| Earnings before income taxes | \$ 252,000   |
| Net earnings                 | \$ 151,000   |
| Pro forma earnings per share | \$ 0.02  |

### C. INTANGIBLE AND OTHER ASSETS:

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Intangible and other assets consist of the following:

|                               | July 5,<br>2001<br>----- | September 30,<br>2000<br>----- |
|-------------------------------|--------------------------|--------------------------------|
| Goodwill                      | \$8,874,157              | \$8,874,157                    |
| Lease acquisition costs       | 377,933                  | 439,153                        |
| Noncompete agreements         | 250,000                  | 250,000                        |
| Other intangible assets       | 217,750<br>-----         | 175,395<br>-----               |
|                               | 9,719,840                | 9,738,705                      |
| Less accumulated amortization | 2,887,685<br>-----       | 2,601,107<br>-----             |
|                               | 6,832,155                | 7,137,598                      |
| Other assets                  | 1,053,382<br>-----       | 1,030,768<br>-----             |
|                               | \$7,885,537<br>=====     | \$8,168,366<br>=====           |

Goodwill represents the excess of costs over the fair value of net assets acquired in business combinations and is amortized on a straight-line basis over periods of 13 to 40 years. Lease acquisition costs are the bargain element of acquired leases and are being amortized on a straight-line basis over the related lease terms. It is the Company's policy to periodically review and evaluate the recoverability of the intangible assets by assessing current and future profitability and cash flows and to determine whether the amortization of the balances over their remaining lives can be recovered through expected future results and cash flows.

#### D. REVOLVING CREDIT AGREEMENT:

On April 20, 2000, the Company executed a 3-year secured \$10.0 million revolving loan agreement (the "Agreement") with \$3.5 million available for letters of credit. During the second quarter of fiscal year 2001, the Company amended the Agreement to increase the total credit line to \$13.0 million, with \$3.5 million available for letters of credit, and amend certain financial covenants. Provisions of the Agreement require the maintenance of certain covenants relating to minimum tangible net worth, interest and fixed charge coverage ratios. The Company was in compliance with these covenants as of July 5, 2001. At July 5, 2001, \$4.1 million was available for borrowings under the Agreement. This Agreement expires on April 19, 2003. Borrowings of \$5.9 million and letters of credit of \$3.0 million were outstanding at July 5, 2001. This facility bears interest at the Company's option based on a rate of either prime plus 1.0% or LIBOR plus 3.0%. The interest rate at July 5, 2001 was 7.75%. The Agreement is collateralized by substantially all of the Company's eligible inventories and eligible receivables and selected properties. The net book value of these selected properties at July 5, 2001 was \$2,472,000.

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#### E. LONG-TERM DEBT:



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|  | July 5,<br>2001 | September 30,<br>2000 |
|--|-----------------|-----------------------|
|  | -----           | -----                 |
| Mortgage Loan. Principal and interest will be paid in 206 monthly installments. At July 5, 2001, the coupon rate was 9.08% and the effective interest rate was 10.24%, net of unamortized fees of \$1,361,966 (\$1,425,995 in 2000).   | \$32,439,635    | \$33,047,242          |
| Mortgage Loan. Principal and interest will be paid in 227 monthly installments. The loan bears interest at LIBOR plus 3.75%. At July 5, 2001, the coupon rate was 7.89% and the effective interest rate was 10.09%, net of unamortized fees of \$412,247, (\$437,653 in 2000).   | 21,403,180      | 21,804,203            |
| Mortgage Loan. Principal and interest will be paid in 227 monthly installments. At July 5, 2001, the coupon rate was 10.39% and the effective interest rate was 11.25%, net of unamortized fees of \$127,500 (\$135,298 in 2000).  | 6,644,541       | 6,729,704             |
| Mortgage Loans. Principal and interest are paid in monthly installments. The loans expire in 2009, 2010, 2020 and 2021. Interest ranges from the prime rate to LIBOR plus 3.75%. At July 5, 2001, the blended coupon rate was 8.25% and the effective interest rate was 9.64%, net of unamortized fees of \$117,336 (\$0 in 2000). | 7,636,557       | 3,466,311             |
| Revolving Credit Agreement. Interest is paid monthly. The interest rate at July 5, 2001 was 7.75%. (See Note D)  | 5,912,015       | 1,143,402             |
| Equipment Loans. Principal and interest will be paid in monthly installments. The loans expire in 2010 and 2011 and bear interest at LIBOR plus 3.75%. At July 5, 2001, the blended coupon rate was 7.89% and the effective interest rate was 10.01%, net of unamortized fees of \$170,291 (\$176,414 in 2000).                    | 9,130,065       | 9,028,276             |
| Equipment Loan. Principal and interest will be paid in 108 monthly installments. The loan expires in 2010. At July 5, 2001, the coupon rate was 10.73% and the effective interest rate was 11.80%, net of unamortized fees of \$18,021 (\$20,713 in 2000).   | 1,005,549       | 1,058,413             |
| Equipment Loan. Principal and interest are paid in monthly installments. The loan expires in 2001 and bears interest at a rate of 10.00%.  | 17,480          | 174,797               |
|  | -----           | -----                 |
|  | 84,189,022      | 76,452,348            |
| Less current maturities  | 2,191,031       | 2,232,728             |
|  | -----           | -----                 |

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\$81,997,991      \$74,219,620  
 =====  
 =====

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E. LONG-TERM DEBT (CONTINUED):

The mortgage loans are collateralized by \$70,179,800 of property at net book value, and the equipment loans are collateralized by \$6,007,100 of equipment, at net book value.

F. CONTINGENCIES:

Litigation - The Company is involved in litigation and other legal matters which have arisen in the normal course of business. Although the ultimate results of these matters are not currently determinable, management does not expect that they will have a material adverse effect on the Company's consolidated financial position, results of operations or cash flows.

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ITEM 2.

UNI-MARTS, INC. AND SUBSIDIARIES  
 MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
 FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Set forth below are selected unaudited consolidated financial data of the Company for the periods indicated:

|  | QUARTER ENDED   |                  | THREE QUARTERS ENDED |                  |
|--|-----------------|------------------|----------------------|------------------|
|  | July 5,<br>2001 | June 29,<br>2000 | July 5,<br>2001      | June 29,<br>2000 |
|  | -----           | -----            | -----                | -----            |
| Revenues:  |                 |                  |                      |                  |
| Merchandise sales                                  | 47.9%           | 48.4%            | 47.5%                | 50.4%            |
| Gasoline sales                                     | 51.7            | 51.2             | 52.0                 | 49.0             |
| Other income                                       | 0.4             | 0.4              | 0.5                  | 0.6              |
| Total revenues                                     | 100.0           | 100.0            | 100.0                | 100.0            |
|  | -----           | -----            | -----                | -----            |
| Cost of sales                                      | 78.8            | 79.0             | 78.8                 | 77.9             |
|  | -----           | -----            | -----                | -----            |
| Gross profit:                                      |                 |                  |                      |                  |
| Merchandise (as a percentage of merchandise sales) | 32.1            | 33.1             | 32.5                 | 33.5             |
| Gasoline (as a percentage of gasoline sales)       | 10.6            | 8.9              | 10.1                 | 9.5              |
| Total gross profit                                 | 21.2            | 21.0             | 21.2                 | 22.1             |
| Costs and expenses:                                |                 |                  |                      |                  |
| Selling  | 15.0            | 14.9             | 15.6                 | 16.5             |
| General and administrative                         | 1.8             | 1.6              | 1.8                  | 2.0              |
| Depreciation and amortization                      | 1.8             | 1.8              | 1.9                  | 2.0              |
| Interest   | 1.7             | 1.7              | 1.9                  | 1.5              |

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|  |       |       |       |       |
|--|-------|-------|-------|-------|
| Provision for asset impairment         | 0.0   | 0.1   | 0.0   | 0.0   |
|  | ----- | ----- | ----- | ----- |
| Total expenses                         | 20.3  | 20.1  | 21.2  | 22.0  |
| Earnings (loss) before<br>income taxes | 0.9   | 0.9   | 0.0   | 0.1   |
| Income tax provision (benefit)         | 0.3   | 0.3   | 0.0   | 0.0   |
|  | ----- | ----- | ----- | ----- |
| Net earnings (loss)                    | 0.6%  | 0.6%  | 0.0%  | 0.1%  |
|  | ===== | ===== | ===== | ===== |

### OPERATING DATA (RETAIL LOCATIONS ONLY):

Average, per store, for stores open  
two full comparable periods:

|  |            |            |             |             |
|--|------------|------------|-------------|-------------|
| Merchandise sales                      | \$ 171,978 | \$ 162,959 | \$ 472,294  | \$ 458,126  |
| Gasoline sales                         | \$ 205,662 | \$ 195,185 | \$ 591,474  | \$ 547,906  |
| Gallons of gasoline sold               | 153,234    | 156,483    | 463,637     | 473,882     |
| Total gallons of gasoline sold         | 43,857,879 | 40,793,444 | 130,531,508 | 100,342,155 |
| Gross profit per gallon of<br>gasoline | \$ 0.140   | \$ 0.111   | \$ 0.128    | \$ 0.111    |

### STORE INFORMATION:

|   |     |     |     |     |
|---|-----|-----|-----|-----|
| Company-operated stores                 | 294 | 289 | 294 | 289 |
| Franchisee-operated stores              | 7   | 7   | 7   | 7   |
| Locations with self-service<br>gasoline | 237 | 235 | 237 | 235 |

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### RESULTS OF OPERATIONS:

Matters discussed below should be read in conjunction with "Operating Data (Retail Locations Only)" on the preceding page. Certain statements contained in this report are forward looking, such as statements regarding the Company's plans and strategies or future financial performance. Although the Company believes that its expectations are based on reasonable assumptions within the bounds of its knowledge, investors and prospective investors are cautioned that such statements are only projections and that actual events or results may differ materially from those expressed in any such forward-looking statements. In addition to the factors discussed elsewhere in this report, the Company's actual consolidated quarterly or annual operating results have been affected in the past, or could be affected in the future, by additional factors, including, without limitation, general economic, business and market conditions; environmental, tax and tobacco legislation or regulation; volatility of gasoline prices, margins and supplies; merchandising margins; customer traffic; weather conditions; labor costs and the level of capital expenditures.

### BUSINESS ACQUISITION

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On April 21, 2000, the Company acquired the operating assets and business of Orloski Service Station, Inc. and its affiliates (collectively "OSSI"). OSSI

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operated a chain of 43 convenience stores in northeastern Pennsylvania. The acquisition has had a significant impact on levels of revenues and expenses in the quarter ended July 5, 2001 in comparison to the quarter ended June 29, 2000 and the three quarter periods ending on the same dates. Total revenues generated by these locations were \$23.4 million and \$69.3 million for the quarter ended July 5, 2001 and three quarters ended July 5, 2001, respectively. Gross profits at these locations were \$5.2 million for the third fiscal quarter and \$15.3 million for the nine months ended July 5, 2001.

### QUARTERS ENDED JULY 5, 2001 AND JUNE 29, 2000

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In the Company's third fiscal quarter ended July 5, 2001, total revenues increased by \$13.1 million, or 13.2%, from \$99.2 million in the third quarter of fiscal year 2000 to \$112.3 million in the third quarter of fiscal year 2001. The primary reasons for this increase were the increase in the average number of stores in operation due to the acquisition of the OSSI assets discussed above and higher retail prices for gasoline. The Company currently operates five more stores than it did one year ago. The stores acquired in April 2000 were operated by the Company for the entire third quarter of fiscal year 2001 and only ten weeks of the third quarter of fiscal year 2000. Merchandise sales were \$53.7 million in the current fiscal year's third quarter compared to \$48.0 million in the third quarter of fiscal year 2000, an increase of \$5.7 million, or 12.0%. Merchandise sales at stores open for the entire third quarter of each fiscal year increased by 5.5%. Gasoline sales in the quarter ended July 5, 2001 increased by \$7.3 million, or 14.4%, in comparison to the quarter ended June 29, 2000. While gasoline gallons sold at stores open for the entire third quarter of each fiscal year declined by 2.1%, total gallons sold increased by 3.1 million gallons during the quarter. The sales increases were a result of the increase in the average number of stores open during the quarter and a \$0.080 increase in the average retail selling price per gallon of gasoline sold during the third quarter of fiscal year 2001.

Gross profits on merchandise sales in the third quarter of fiscal year 2001 were \$17.2 million compared to \$15.9 million in the same quarter of fiscal year 2000, an increase of \$1.3 million, or 8.5%, as a result of higher sales levels. Gross profits on merchandise sales as a percentage of merchandise sales, however, declined from 33.1% to 32.1% due to an increased mix of competitively priced

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products. Gross profits on gasoline sales grew by \$1.6 million, or 36.2%, from 4.5 million in the quarter ended June 29, 2000 to \$6.1 million in the quarter ended July 5, 2001. While the sale of an additional 3.1 million gallons in fiscal year 2001 contributed to this increase, the primary reason for the increase is a \$0.03 increase in the gross profit per gallon sold.

Selling expenses increased by \$2.0 million, or 13.7%, in the third quarter of fiscal year 2001 to \$16.8 million from \$14.8 million, due primarily to the increase in the average number of stores in operation. General and administrative expense increased by \$398,000, or 24.5%, due primarily to increased salary and staffing levels as well as higher provisions for franchise and state sales taxes. Depreciation and amortization increased by \$256,000, or 14.2%, as a result of new store construction, store remodels, gasoline facility upgrades and, in the current year, a full quarter of depreciation of the stores acquired in April 2000. Although interest rates on the Company's variable-rate debt have declined, interest expense increased by \$237,000, or 13.8%, due to higher borrowing levels.

Earnings before income taxes in the quarter ended July 5, 2001 were \$949,000,

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an increase of \$113,000, or 13.5%, from pre-tax earnings of \$836,000 in the quarter ended June 29, 2000. The provision for income taxes increased by \$72,000 for the same period. The Company had net earnings of \$627,000, or \$0.09 per share, in the quarter ended July 5, 2001 compared to net earnings of \$586,000, or \$0.08 per share, in the quarter ended June 29, 2000.

### THREE QUARTERS ENDED JULY 5, 2001 AND JUNE 29, 2000

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The Company's total revenues in the first three quarters of fiscal year 2001 were \$318.6 million compared to \$238.1 million in the first three quarters of fiscal year 2000, an increase of \$80.6 million, or 33.8%. The increase is the result of additional stores in operation in the current fiscal year and higher retail selling prices for gasoline. Merchandise sales grew by \$31.4 million, or 26.2%. Merchandise sales at stores open during both periods increased by 3.1%. Gasoline sales increased by \$49.0 million, or 41.9%, due primarily to the sale of an additional 30.2 million gallons of gasoline and a retail price increase of \$0.106 per gallon sold.

Gross profits on merchandise sales in the three quarters ended July 5, 2001 were \$9.1 million, or 22.6%, higher than in the three quarters ended June 29, 2000. This increase is the result of the higher sales levels due to the increased number of stores in operation during the period. The gross profit rate declined from 33.5% to 32.5% in the current fiscal year, reflecting increased sales at the Company's discount tobacco stores. Gross profits on gasoline sales grew by \$5.6 million, or 50.1%, in the first three quarters of fiscal year 2001 versus the comparable period in fiscal year 2000. This increase is due both to the sale of an additional 30.2 million gallons and a \$0.017 increase in the gross profit per gallon sold.

Selling expenses increased in the current year by \$10.7 million, or 27.2%, as a result of additional stores in operation in fiscal year 2001. The stores acquired in April 2000 were operated for the entire first three quarters of fiscal year 2001 and only ten weeks of the comparable period of fiscal year 2000. General and administrative expense grew by \$843,000, or 17.6%, in the first three quarters of the current year, primarily due to additional staffing, higher salary levels and incentive programs. Due to the acquired assets and newly constructed stores in fiscal year 2001, depreciation and amortization increased by \$1.4 million, or 29.6%. Interest expense increased by \$2.3 million, or 63.6%, due to higher borrowing levels from construction and acquisition financing.

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The Company incurred a pre-tax loss in the first three quarters of fiscal year 2001 of \$121,000 compared to pre-tax earnings of \$247,000 in the same period of fiscal year 2000. The income tax benefit of the loss in the current year was \$41,000 compared to a provision for income taxes of \$74,000 in the prior year. The net loss in the first three quarters of fiscal year 2001 was \$79,000, or \$0.01 per share, compared to net earnings in the first three quarters of fiscal year 2000 of \$173,000, or \$0.02 per share.

### LIQUIDITY AND CAPITAL RESOURCES:

Most of the Company's sales are for cash and its inventory turns over rapidly. As a result, the Company's daily operations do not generally require large amounts of working capital. From time to time, the Company utilizes substantial portions of its cash to acquire and construct new stores and renovate existing

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locations.

In the first three quarters of fiscal year 2001, the Company had capital expenditures of \$9.9 million, including \$6.1 million for new store construction and \$3.8 million for remodeling and modernizing existing store locations. These expenditures were financed with \$5.2 million of secured mortgage and equipment loans and \$4.7 million from existing cash balances. Capital requirements for debt service and capital leases for the remaining quarter of fiscal year 2001 are approximately \$0.7 million. The Company also anticipates capital expenditures of \$0.3 million during this period for store remodeling. During the second quarter, the Company amended its revolving credit agreement to increase the total credit line to \$13.0 million. Management believes that cash from operations and the available credit facilities will be sufficient to meet the Company's obligations for the foreseeable future.

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### Item 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.

The Company uses its revolving credit facility and its mortgage and equipment loans to finance a significant portion of its operations and capital expenditures. These on-balance sheet financial instruments, to the extent they provide for variable rates of interest, expose the Company to interest rate risk resulting from changes in the LIBOR or prime rate.

To the extent that the Company's financial instruments expose the Company to interest rate risk, they are presented in the table below. The table presents principal cash flows and related interest rates by year of maturity for the Company's revolving credit facility, mortgage loans and equipment loans at July 5, 2001.

|   | Fiscal Year of Maturity<br>(dollar amounts in thousands) |         |         |         |         |            | Total<br>Due A<br>Maturi |
|---|--|---------|---------|---------|---------|------------|--------------------------|
|   | 2001   | 2002    | 2003    | 2004    | 2005    | Thereafter |                          |
|   | -----  | -----   | -----   | -----   | -----   | -----      | -----                    |
| <b>Interest-rate sensitive assets:</b>      |  |         |         |         |         |            |                          |
| -----                                       |  |         |         |         |         |            |                          |
| Noninterest-bearing<br>checking accounts    | \$3,719  | \$ 0    | \$ 0    | \$ 0    | \$ 0    | \$ 0       | \$ 3,719                 |
| Interest-bearing<br>checking accounts       | \$2,240  | \$ 0    | \$ 0    | \$ 0    | \$ 0    | \$ 0       | \$ 2,240                 |
| Average interest rate                       | 3.25%  |         |         |         |         |            | 5.90%                    |
|   | -----  |         |         |         |         |            | -----                    |
|   | \$5,959  |         |         |         |         |            | \$ 5,959                 |
|   | 1.22%  |         |         |         |         |            | 0.43%                    |
| <b>Interest-rate sensitive liabilities:</b> |  |         |         |         |         |            |                          |
| -----                                       |  |         |         |         |         |            |                          |
| Variable-rate borrowings                    | \$ 392   | \$2,358 | \$7,213 | \$1,448 | \$1,612 | \$29,368   | \$42,391                 |
| Average interest rate                       | 7.86%  | 7.86%   | 7.86%   | 7.88%   | 7.88%   | 7.88%      | 7.88%                    |

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|                       |        |         |         |         |         |          |         |
|-----------------------|--------|---------|---------|---------|---------|----------|---------|
| Fixed-rate borrowings | \$ 243 | \$1,069 | \$1,123 | \$1,248 | \$1,385 | \$36,730 | \$41,79 |
| Average interest rate | 9.36%  | 9.36%   | 9.36%   | 9.36%   | 9.36%   | 9.36%    | 9.36%   |
|                       | \$ 635 | \$3,427 | \$8,336 | \$2,696 | \$2,997 | \$66,098 | \$84,18 |
|                       | 8.60%  | 8.61%   | 8.62%   | 8.69%   | 8.70%   | 8.70%    | 8.70%   |

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ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) EXHIBITS

- 3.1 Amended and Restated Certificate of Incorporation of the Company (Filed as Exhibit 3.1 to the Company's Quarterly Report on Form 10-Q for the period ended March 30, 1995 and incorporated herein by reference thereto).
- 3.2 By-Laws of the Company (Filed as Exhibit 3.2 to the Company's Quarterly Report on Form 10-Q for the period ended March 30, 1995 and incorporated herein by reference thereto).
- 4.1 Form of the Company's Common Stock Certificate (Filed as Exhibit 4.3 to the Company's Quarterly Report on Form 10-Q for the period ended April 1, 1993, File No. 1-11556, and incorporated herein by reference thereto).
- 10.1 Uni-Marts, Inc. Amended and Restated Equity Compensation Plan (Filed as Exhibit 10.1 to the Company's Quarterly Report on Form 10-Q for the period ended March 30, 1995 and incorporated herein by reference hereto).
- 10.2 Uni-Marts, Inc. Retirement Savings & Incentive Plan (Filed as Exhibit 4.2 to the Company's Registration Statement on Form S-8, File No. 33-9807, filed on July 10, 1991, and incorporated herein by reference thereto).
- 10.3 Form of Indemnification Agreement between Uni-Marts, Inc. and each of its Directors (Filed as Exhibit A to the Company's Definitive Proxy Statement for the February 25, 1988 Annual Meeting of Stockholders, File No. 0-15164, and incorporated herein by reference thereto).
- 10.4 Uni-Marts, Inc. Deferred Compensation Plan (Filed as Exhibit 10.8 to the Annual Report of Uni-Marts, Inc. on Form 10-K for the year ended September 30, 1990, File No. 0-15164, and incorporated herein by reference thereto).
- 10.5 Uni-Marts, Inc. Performance Unit Plan (Filed as Exhibit 10.9 to the Annual Report of Uni-Marts, Inc. on Form 10-K for year ended September 30, 1994 and incorporated herein by reference thereto).
- 10.6 Composite copy of Change in Control Agreements between Uni-Marts, Inc. and its executive officers (Filed as Exhibit 10.10 to the Annual Report of Uni-Marts, Inc. on Form 10-K for the year ended September 30, 1994 and incorporated herein by reference thereto).
- 10.7 Uni-Marts, Inc. 1996 Equity Compensation Plan (Filed as Exhibit A

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to the Company's Definitive Proxy Statement for the February 22, 1996 Annual Meeting of Stockholders and incorporated herein by reference thereto).

- 10.8 Amendment 1998-1 to the Uni-Marts, Inc. Equity Compensation Plan (Filed as Exhibit 10.10 to the Annual Report of Uni Marts, Inc. on Form 10-K for the year ended September 30, 1998 and incorporated herein by reference thereto).
- 10.9 Amended and Restated Note between Henry D. Sahakian and Uni-Marts, Inc. dated January 25, 1999 (Filed as Exhibit 10.10 to the Company's Quarterly Report on Form 10-Q for the period ended April 1, 1999 and incorporated herein by reference thereto).

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- 10.10 Loan Agreement between FFCA Acquisition Corporation and Uni-Marts, Inc. dated June 30, 1998 (filed as Exhibit 10.10 to the Company's Quarterly Report on Form 10-Q for the period ended on July 2, 1998 and incorporated herein by reference thereto).
- 10.11 Uni-Marts, Inc. Employee Stock Purchase Plan (Filed as Exhibit A to the Company's Definitive Proxy Statement for the February 25, 1999 Annual Meeting of Stockholders and incorporated herein by reference thereto).
- 10.12 Loan Agreement between FFCA Acquisition Corporation and Uni Realty of Wilkes-Barre, L.P. dated April 21, 2000 (Filed as Exhibit 20.1 to the Company's Form 8-K filed on May 8, 2000 and incorporated herein by reference thereto).
- 10.13 Loan Agreement between FFCA Funding Corporation and Uni Realty of Luzerne, L.P. dated April 21, 2000 (Filed as Exhibit 20.2 to the Company's Form 8-K filed on May 8, 2000 and incorporated herein by reference thereto).
- 10.14 Equipment Loan Agreement between FFCA Acquisition Corporation and Uni-Marts, Inc. dated April 21, 2000 (Filed as Exhibit 20.3 to the Company's Form 8-K filed on May 8, 2000 and incorporated herein by reference thereto).
- 10.15 Equipment Loan Agreement between FFCA Funding Corporation and Uni-Marts, Inc. dated April 21, 2000 (Filed as Exhibit 20.4 to the Company Form 8-K filed on May 8, 2000 and incorporated herein by reference thereto).
- 10.16 Revolving Credit Loan Agreement between Provident Bank and Uni-Marts, Inc. dated April 20, 2000 (Filed as Exhibit 10.15 to the Company's Quarterly Report on Form 10-Q for the period ended June 29, 2000 and incorporated herein by reference thereto).
- 10.17 Amendment to the Revolving Credit Loan Agreement between Provident Bank and the Company dated January 16, 2001 (Filed as Exhibit 10.17 to the Company's Quarterly Report on Form 10-Q for the period ended April 5, 2001 and incorporated herein by reference thereto).
- 10.18 Amendment to the Revolving Credit Loan Agreement between Provident Bank and the Company dated March 31, 2001 (Filed as



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Exhibit 10.18 to the Company's Quarterly Report on Form 10-Q for the period ended April 5, 2001 and incorporated herein by reference thereto).

11 Statement regarding computation of per share earnings (loss).

(b) REPORTS ON FORM 8-K

The Company did not file any reports on Form 8-K during the quarter ended July 5, 2001.

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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 by the undersigned thereunto duly authorized.

Uni-Marts, Inc.

-----  
(Registrant)

Date August 2001  
-----

/s/ Henry D. Sahakian  
-----

Henry D. Sahakian  
Chairman of the Board (Principal  
Executive Officer)

Date August 2001  
-----

/s/ N. Gregory Petrick  
-----

N. Gregory Petrick  
Executive Vice President and  
Chief Financial Officer  
(Principal Accounting Officer)  
(Principal Financial Officer)

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UNI-MARTS, INC. AND SUBSIDIARIES  
EXHIBIT INDEX

| Number | Description   | Page(s) |
|--------|---|---------|
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| 11     | Statement regarding computation of per share earnings (loss). | 21-22   |

