

PARTY CITY CORP  
Form 10-Q  
February 11, 2002

Table of Contents

**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**

---

**FOR THE QUARTERLY PERIOD ENDED  
DECEMBER 29, 2001**

**COMMISSION FILE  
NUMBER  
0-27826**

---

**PARTY CITY CORPORATION**

**(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)**

DELAWARE  
(State or other jurisdiction of  
incorporation or organization)  
400 COMMONS WAY  
ROCKAWAY, NEW JERSEY  
(Address of Principal Executive Offices)  
07866  
(Zip Code)

22 3033692  
(I.R.S. Employer  
Identification No.)

973-983-0888  
(Registrant's telephone number, including area code)

---

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes No:

Indicate the number of shares outstanding of each of the issuer's classes of common stock as of the latest practicable date:

As of February 8, 2002, there were outstanding 13,264,017 shares of  
Common Stock, \$.01 par value.

---

**TABLE OF CONTENTS**

**PART 1. FINANCIAL INFORMATION**

**Item 1. Financial Statements**

**CONDENSED CONSOLIDATED BALANCE SHEETS**

**CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS**

**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

**Item 3. Quantitative and Qualitative Disclosures About Market Risk**

**PART II OTHER INFORMATION**

**ITEM 1. LEGAL PROCEEDINGS**

**ITEM 2. CHANGES IN SECURITIES AND USE OF PROCEEDS**

**ITEM 3. DEFAULTS UPON SENIOR SECURITIES**

**ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS**

**ITEM 5. OTHER INFORMATION**

**ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K**

**EXHIBIT INDEX**

**SIGNATURES**

---

**Table of Contents**

**PARTY CITY CORPORATION AND SUBSIDIARY**

**INDEX**

	<u>Page No.</u>
Part I. Financial Information	
Item 1. Condensed Consolidated Financial Statements	
Condensed Consolidated Balance Sheets December 29, 2001 (Unaudited), December 30, 2000 (Unaudited) and June 30, 2001	3
Condensed Consolidated Statements of Earnings (Unaudited) For the quarters and six months ended December 29, 2001 and December 30, 2000	4
Condensed Consolidated Statements of Cash Flows (Unaudited) For the six months ended December 29, 2001 and December 30, 2000	5
Notes to Condensed Consolidated Financial Statements	6
Item 2. Management's Discussion and Analysis of	

Edgar Filing: PARTY CITY CORP - Form 10-Q

Financial  
Condition and  
Results of  
Operations  
11

Item 3.  
Quantitative and  
Qualitative  
Disclosures About  
Market Risk  
16

Part II. Other  
Information

Item 1. Legal  
Proceedings  
16

Item 2. Changes  
in Securities and  
Use of Proceeds  
17

Item 3. Defaults  
Upon Senior  
Securities  
17

Item 4.  
Submission of  
Matters to a Vote  
of Security  
Holders  
17

Item 5. Other  
Information  
17

Item 6. Exhibits  
and Reports on  
Form 8-K  
17

Exhibit Index  
18

**Table of Contents**

**PART 1. FINANCIAL INFORMATION**

Item 1. Financial Statements

**PARTY CITY CORPORATION AND SUBSIDIARY  
CONDENSED CONSOLIDATED BALANCE SHEETS**

(in thousands)

	<u>December 29, 2001</u>	<u>December 30, 2000</u>	<u>June 30, 2001</u>
	(Unaudited)	(Unaudited)	
<b>ASSETS</b>			
Current assets:			
Cash and cash equivalents	\$21,530	\$31,961	\$9,842
Merchandise inventory	55,574	50,404	48,034
Deferred income taxes	8,105	2,964	3,798
Other current assets	16,786	13,434	12,156
	<hr/>		
	<hr/>		
	<hr/>		
Total current assets	101,995	98,763	73,830
Property and equipment, net	45,524	41,332	46,351
Goodwill, net	14,206	14,251	13,647
Other assets	6,351	4,132	7,514
	<hr/>		
	<hr/>		
	<hr/>		
Total assets	\$168,076	\$158,478	\$141,342

---



---



---

**LIABILITIES AND STOCKHOLDERS  
EQUITY**

Current liabilities:

Accounts payable

\$40,197 \$42,471 \$27,905

Accrued expenses

34,232 20,240 26,274

Advances under Loan Agreement

11

Senior Notes, current portion

5,058 5,103 11,366

---



---



---

Total current liabilities

79,487 67,825 65,545

Deferred rent and other long-term  
liabilities

9,607 8,301 8,701

Senior Notes

16,269 29,931 16,006

Commitments and contingencies

Stockholders' equity:

Common stock

132 127 127

Additional paid-in capital

38,530 37,968 38,236

Retained earnings

25,880 14,326 12,727

Treasury stock, at cost

(1,829)

---



---



---

Total stockholders' equity

62,713 52,421 51,090

---

---

---

Total liabilities and stockholders' equity  
\$168,076 \$158,478 \$141,342

---

---

---

See accompanying notes to condensed consolidated financial statements.



**Table of Contents**

**PARTY CITY CORPORATION AND SUBSIDIARY**  
**CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS**

(in thousands, except per share data)  
(Unaudited)

	Quarter ended	Six months ended		
	December	December	December	December
	29,	30,	29,	30,
	2001	2000	2001	2000

Revenues:

Net sales	\$141,979	\$138,035	\$222,774	\$214,888
Royalty fees	6,133	5,464	9,379	8,273
Franchise fees	183	343	609	

---



---



---



---

Total revenues	148,112	143,682	232,496	223,770
----------------	---------	---------	---------	---------

Expenses:

Cost of goods sold and occupancy costs	83,928	83,428	141,595	138,890
Company-owned stores operating and selling expense	29,465	29,364	49,693	49,113
Franchise expense	1,667	1,159	3,214	2,413
General and administrative expense	6,538	5,034	12,702	10,211

---



---



---



---

Total expenses

Edgar Filing: PARTY CITY CORP - Form 10-Q

121,598 118,985 207,204 200,627

---

---

---

---

Income before interest and income taxes

26,514 24,697 25,292 23,143

Interest expense, net

1,654 2,004 3,409 4,286

---

---

---

---

Income before income taxes

24,860 22,693 21,883 18,857

Provision for income taxes

9,921 8,782 8,730 7,297

---

---

---

---

Net income

\$14,939 \$13,911 \$13,153 \$11,560

---

---

---

---

Basic earnings per share

\$1.15 \$1.09 \$1.02 \$0.91

Weighted average shares outstanding basic

12,991 12,722 12,872 12,722

---

---

---

---

Diluted earnings per share				
\$0.79	\$0.78	\$0.70	\$0.65	
Weighted average shares outstanding				diluted
18,798	17,823	18,700	17,681	

---

---

---

---

See accompanying notes to condensed consolidated financial statements.

Table of Contents

**PARTY CITY CORPORATION AND SUBSIDIARY  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**

(in thousands)

	Six months ended	
	December 29,	December 30,
	2001	2000
	(Unaudited)	
Cash flow from operating activities:		
Net income	\$13,153	\$11,560
Adjustments to reconcile net income to net cash provided by operating activities		
Depreciation and amortization	5,871	5,172
Deferred taxes	(2,941)	5,537
Non-cash interest	843	841
Deferred rent and other long-term liabilities	907	421
Stock option compensation	221	
Provision for doubtful accounts	269	176
Gain on sales of stores to franchisees	(131)	
Changes in assets and liabilities:		
Merchandise inventory	(7,243)	(8,976)
Other current assets	(4,898)	3,155
Other assets	(547)	(79)
Accounts payable and accrued expenses	20,250	14,037
Net cash provided by operating activities	25,885	31,713

Edgar Filing: PARTY CITY CORP - Form 10-Q

Cash flow from investment  
activities:

Purchases of property and  
equipment

(4,950) (4,389)

Proceeds from sale of stores to  
franchisees

1,157

Stores acquired from  
franchisees

(954) (516)

Disposals of property and  
equipment

10 35

---

---

Net cash used in investment  
activities

(5,894) (3,713)

Cash flow from financing  
activities:

Net proceeds from Loan  
Agreement

11

Payments of Senior Notes

(6,552)

Purchase of treasury stock

(1,829)

Proceeds from exercise of stock  
options

78

---

---

Net cash provided from (used  
in) financing activities

(8,303) 11

---

---

Net increase in cash and cash  
equivalents

11,688 28,011

Cash and cash equivalents,  
beginning of period

9,842 3,950

---

---

Cash and cash equivalents, end  
of period  
\$21,530 \$31,961

---

---

Supplemental disclosure of cash  
flow information:

Income taxes paid  
\$433 \$1,494  
Interest paid  
2,926 3,357

See accompanying notes to condensed consolidated financial statements.

**Table of Contents**

**PARTY CITY CORPORATION AND SUBSIDIARY  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**1. BASIS OF PRESENTATION**

The condensed consolidated financial statements, except for the June 30, 2001 consolidated balance sheet, are unaudited. In the opinion of management, the accompanying condensed consolidated financial statements contain all adjustments (consisting only of normal recurring accruals) necessary to present fairly the financial position of the Company as of December 29, 2001 and December 30, 2000 and the results of operations for the quarters and six months ended December 29, 2001 and December 30, 2000 and cash flows for the six months ended December 29, 2001 and December 30, 2000. Because of the seasonality of the party goods industry, operating results of the Company on a quarterly basis may not be indicative of operating results for the full fiscal year.

These condensed consolidated financial statements should be read in conjunction with the Company's audited consolidated financial statements for the fiscal year ended June 30, 2001, which are included in the Company's Annual Report on Form 10-K with respect to such period filed with the Securities and Exchange Commission. All significant intercompany accounts and transactions have been eliminated. The June 30, 2001 consolidated balance sheet amounts derive from the Company's audited consolidated financial statements.

**2. RECENT ACCOUNTING STANDARDS**

In October of 2001, the Financial Accounting Standards Board ( FASB ) issued Statement of Financial Accounting Standard ( SFAS ) No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets. This statement supersedes SFAS No. 121 Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed of, but retains the fundamental provisions of SFAS No. 121 for recognition and measurement of the impairment of long-lived assets to be held and used and measurement of long-lived assets to be disposed of by sale. However, SFAS No. 144 applies the fair value method for testing of impairment, which differs from SFAS No. 121. SFAS No. 144 also supersedes the accounting and reporting provisions of APB Opinion No. 30 as it pertains to disposal of a business segment but retains the requirement of that opinion to report discontinued operations separately from continuing operations and extends that reporting to a component of an entity that either has been disposed of or is classified as held for sale. SFAS No. 144 is effective for fiscal years beginning after December 15, 2001. The Company is evaluating the impact of the adoption of this standard and has not yet determined the effect of adoption on its financial position and results of operations.

**Table of Contents**

**3. EARNINGS PER SHARE**

The following table sets forth the computations of basic and diluted earnings per share (in thousands, except per share amounts):

	Quarter ended		Six months ended	
	December 29,	December 30,	December 29,	December 30,
	2001	2000	2001	2000
	(Unaudited)		(Unaudited)	
Net income	\$ 14,939	\$ 13,911	\$ 13,153	\$ 11,560
Earnings per share basic	\$1.15	\$1.09	\$1.02	\$0.91
Earnings per share diluted	\$0.79	\$0.78	\$0.70	\$0.65
Average common shares outstanding	12,991	12,722	12,872	12,722
Dilutive effect of warrants	5,300	4,818	5,326	4,701
Dilutive effect of stock options (a)	420	283	437	258
Restricted shares	87	65		
Average common and common equivalent shares outstanding	18,798	17,823	18,700	17,681
Average stock price used for treasury method	\$6.86	\$3.57	\$7.05	\$3.41

(a) Options to purchase 779,280 and 711,567 common shares at prices ranging from \$7.00 to \$31.13 were outstanding but were not included in the computation of dilutive earnings per share for the quarter and six months ended December 29, 2001, respectively, because to do so would have been anti-dilutive for the periods presented.



#### 4. STOCK REPURCHASE

On September 19, 2001, the Board of Directors authorized the Company to repurchase up to \$15 million of the Company's outstanding common stock. The stock repurchases are made at the discretion of management. As of December 29, 2001, the Company had repurchased 284,000 shares for an aggregate amount of \$1.8 million, or 12.2% of the total amount authorized to be repurchased. No stock repurchases were made subsequent to December 29, 2001.

#### 5. DEBT MATURITIES

The amounts of Senior Notes outstanding are as follows (in thousands):

Note	Description	December 29, 2001	December 30, 2000	June 30, 2001
Series A Series B Series C Series D Series E	12.5%(i) Secured Notes due 2003	\$ 2,552	\$ 10,207	\$ 5,104
	13.0%(i) Secured Notes due 2003	5,103	5,103	5,103
	13.0%(i) Secured Notes due 2002	5,103	5,103	5,103
	14.0%(i) Secured Notes due 2004	10,207	10,207	10,207
	14.0% Senior Secured Notes due 2002		7,000	4,000
		<hr/>	<hr/>	<hr/>
		22,965	37,620	29,517
	Unamortized debt discount (1,638) (2,586) (2,145) Less: Current portion, net of debt discount(ii) (5,058) (5,103) (11,366)			
		<hr/>	<hr/>	<hr/>
		<hr/>	<hr/>	<hr/>
		\$16,269	\$29,931	\$16,006

(i) Interest rate was increased by 450 basis points for all amounts outstanding on and after January 13, 1999.

(ii) The current portion outstanding at December 29, 2001 was paid in January 2002.

**Table of Contents**

**6. SECURITIES LITIGATION**

The Company was named as a defendant in twelve class action complaints. The Company's former Chief Executive Officer and the former Chief Financial Officer and Executive Vice President of Operations were also named as defendants. All of the complaints were filed in the United States District Court for the District of New Jersey. The complaints were filed as class actions on behalf of persons who purchased or acquired Party City common stock during various time periods between February 1998 and March 19, 1999 (the Class Period). In October 1999, plaintiffs filed an amended class action complaint and in February 2000, plaintiffs filed a second amended complaint.

The second amended complaint alleged, among other things, violations of Sections 10(b) and 20(a) of the Securities Exchange Act of 1934, as amended, and Rule 10b-5 promulgated thereunder, and sought unspecified damages. The plaintiffs alleged that defendants issued a series of false and misleading statements and failed to disclose material facts concerning, among other things, the Company's financial condition, adequacy of internal controls and compliance with certain loan covenants during the Class Period. The plaintiffs further alleged that because of the issuance of a series of false and misleading statements and/or the failure to disclose material facts, the price of Party City common stock was artificially inflated.

In early 2000, defendants moved to dismiss the second amended complaint on the ground that it failed to state a cause of action. On May 29, 2001, the District Court issued an Opinion and Order dismissing the Complaint against all defendants with prejudice. On June 27, 2001, plaintiffs filed a Notice of Appeal to the United States Court of Appeals for the Third Circuit. Argument of the appeal is presently scheduled to be heard on March 19, 2002. It is not possible to predict the likely outcome of the appeal at this time.

A lawsuit was filed on September 25, 2001 against the Company in Los Angeles Superior Court by an assistant manager in one of the Company's California stores for himself and on behalf of other members of an alleged class of Party City store managers (the Class) who claim the Company misclassified the Class as exempt from California overtime wage and hour laws. The lawsuit seeks relief in the form of disgorgement of overtime wages allegedly owed by the Company to the Class but not paid. The plaintiffs also seek punitive damages and statutory penalties. The Company denies the allegations and is vigorously defending against the claim.

In addition to the foregoing, the Company is from time to time involved in routine litigation incidental to the conduct of its business. The Company is aware of no other material existing or threatened litigation to which it is or may be a party.

**Table of Contents****7. SEGMENT INFORMATION**

The following table contains key financial information of the Company's business segments (in thousands):

	Quarter ended		Six months ended	
	December 29,	December 30,	December 29,	December 30,
	2001	2000	2001	2000
	(Unaudited)		(Unaudited)	
<b>RETAIL</b>				
Net revenue	\$141,979	\$138,035	\$222,774	\$214,888
Operating earnings	28,586	25,243	31,486	26,885
Identifiable assets	146,290	145,393	146,290	145,393
Depreciation/amortization	1,809	1,920	3,610	3,836
Capital expenditures	466	1,636	2,361	2,323
<b>FRANCHISING</b>				
Net revenue	\$6,133	\$5,647	\$9,722	\$8,882
Operating earnings	4,466	4,488	6,508	6,469
Identifiable assets	4,222	2,480	4,222	2,480
Depreciation/amortization				
Capital expenditures				
<b>CORPORATE/OTHER</b>				
Net revenue	\$	\$	\$	\$
Operating loss	(6,538)	(5,034)	(12,702)	(10,211)
Identifiable assets	17,564	10,605	17,564	10,605
Depreciation/amortization	1,237	718	2,261	1,336
Capital expenditures	874	975	2,687	2,353
<b>CONSOLIDATED TOTALS</b>				
Net revenue	\$148,112	\$143,682	\$232,496	\$223,770
Operating income	26,514	24,697	25,292	23,143
Interest expense, net	1,654	2,004	3,409	4,286

---



---



---

Income before income tax benefit  
 24,860 22,693 21,883 18,857  
 Provision for income taxes  
 9,921 8,782 8,730 7,297

---



---



---



---

Net income  
 \$14,939 \$13,911 \$13,153 \$11,560

---



---



---



---

Identifiable assets  
 \$168,076 \$158,478 \$168,076 \$158,478  
 Depreciation/amortization  
 3,046 2,638 5,871 5,172  
 Capital expenditures  
 1,340 2,611 5,048 4,676

**8. GOODWILL AND OTHER INTANGIBLE ASSETS**

On July 1, 2001, the Company adopted SFAS No. 142, Goodwill and Other Intangible Assets. As a result, the Company no longer amortizes goodwill. Instead the Company periodically evaluates goodwill for recoverability. The Company also evaluates goodwill whenever events and changes in circumstance suggest that the carrying amount may not be recoverable from its estimated future cash flows. Upon adoption, the Company established reporting units based on its current reporting structure. The Company then assigned all goodwill to the reporting units, as well as other assets and liabilities, to the extent that they relate to the reporting unit. The Company completed the first step of the transitional goodwill impairment test and has determined that no potential impairment exists. As

Edgar Filing: PARTY CITY CORP - Form 10-Q

**Table of Contents**

a result, no transitional impairment loss was recorded in fiscal 2002 in connection with the adoption of SFAS No. 142.

The following pro forma financial information is presented as if the statement were adopted at the beginning of the quarter ended September 30, 2000 (\$ in thousands, except per share amounts):

	Quarter ended		Six months ended	
	December 29, 2001	December 30, 2000	December 29, 2001	December 30, 2000
	(Unaudited)		(Unaudited)	
Reported net income	\$ 14,939	\$ 13,911	\$ 13,153	\$ 11,560
Add back:				
Goodwill amortization, net of taxes				
181      366				
<hr/>				
<hr/>				
<hr/>				
<hr/>				
Pro forma net income	\$14,939	\$14,092	\$13,153	\$11,926
<hr/>				
<hr/>				
<hr/>				
<hr/>				
Earnings per share reported    basic	\$1.15	\$1.09	\$1.02	\$0.91
Goodwill amortization	0.02	0.03		
<hr/>				
<hr/>				
<hr/>				
<hr/>				

Edgar Filing: PARTY CITY CORP - Form 10-Q

Pro forma earnings per share	basic
\$1.15 \$1.11 \$1.02 \$0.94	
Earnings per share reported	diluted
\$0.79 \$0.78 \$0.70 \$0.65	
Goodwill amortization	
0.01 0.02	

---



---



---



---

Pro forma net earnings per share - diluted  
 \$0.79 \$0.79 \$0.70 \$0.67

---



---



---



---

The changes in the carrying amount of goodwill and other intangibles for the six months ended December 29, 2001, by operating segment, are as follows (in thousands):

Retail:

Balance as of  
 June 30, 2001  
 \$13,647  
 Goodwill  
 acquired during  
 the period  
 559  
 Other intangibles  
 550

---

Balance as of  
 December 29,  
 2001  
 \$14,206

---

## Edgar Filing: PARTY CITY CORP - Form 10-Q

Other intangibles, included in Other assets, consisted of amounts paid to a franchisee in connection with a seven year agreement not to compete. This intangible asset will be amortized over a seven year period.

Estimated amortization expense for other intangibles is approximately \$6,000 for the quarter and six months ended December 29, 2001.

**Table of Contents**

*Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations*

**Results of Operations**

**SELECTED FINANCIAL DATA**  
(in thousands, except per share and store data)

	Quarter ended		Six months ended	
	December 29, 2001	December 30, 2000	December 29, 2001	December 30, 2000
	(Unaudited)		(Unaudited)	
<b>Statement of Operations Data</b>				
Total revenue	\$148,112	\$143,682	\$232,496	\$223,770
<hr/>				
<hr/>				
<hr/>				
<hr/>				
Company-owned stores:				
Net sales	\$141,979	\$138,035	\$222,774	\$214,888
Cost of goods sold and occupancy costs	83,928	83,428	141,595	138,890
<hr/>				
<hr/>				
<hr/>				
<hr/>				
Gross profit	58,051	54,607	81,179	75,998
Store operating and selling expense	29,465	29,364	49,693	49,113
<hr/>				
<hr/>				



---

---

Company-owned stores profit contribution

28,586 25,243 31,486 26,885

Franchise stores:

Royalty fees

6,133 5,464 9,379 8,273

Franchise fees

183 343 609

---

---

---

---

Total franchise revenues

6,133 5,647 9,722 8,882

Total franchise expense

1,667 1,159 3,214 2,413

---

---

---

---

Franchise profit contribution

4,466 4,488 6,508 6,469

General and administrative expense:

6,538 5,034 12,702 10,211

---

---

---

---

Income before interest and income taxes

26,514 24,697 25,292 23,143

Interest expense, net

1,654 2,004 3,409 4,286

---

---



---



---

Income before income taxes  
 24,860 22,693 21,883 18,857  
 Provision for income taxes  
 9,921 8,782 8,730 7,297

---



---



---



---

Net income  
 \$14,939 \$13,911 \$13,153 \$11,560

---



---



---



---

Basic earnings per share  
 \$1.15 \$1.09 \$1.02 \$0.91  
 Diluted earnings per share  
 \$0.79 \$0.78 \$0.70 \$0.65  
 Weighted average shares outstanding      basic  
 12,991 12,722 12,872 12,722  
 Weighted average shares outstanding      diluted  
 18,798 17,823 18,700 17,681  
 EBITDA (a)  
 29,560 27,335 31,163 28,315  
 Depreciation and amortization  
 3,046 2,638 5,871 5,172

**Table of Contents**

Quarter ended		Six months ended	
December 29, 2001	December 30, 2000	December 29, 2001	December 30, 2000
(Unaudited)		(Unaudited)	

**Store Data:**

**Company-owned:**

Stores open at beginning of period	198	198	193	197
Stores opened		4		
Stores acquired from franchisees		1		1
Stores sold to franchisees	(3)		(3)	

---



---



---



---

Stores open at end of period	198	195	198	195
Average Company-owned stores open in period	198	197	196	196

**Franchise:**

Stores open at beginning of period	273	228	261	211
Stores opened		28	13	46
Stores closed	(1)		(1)	
Stores sold to Company		(1)		(1)
Stores acquired from Company		3		3

---



---



---



---

Stores open at end of period

272 259 272 259

Average franchise stores open in period

273 244 267 235

Total stores chainwide

470 454 470 454

**Chainwide sales**

\$321,024 \$300,826 \$498,509 \$458,572

Same store sales increase:

Company-owned stores

1.7% 6.0% 3.2% 9.7%

Franchise stores

1.7% 0.4% 2.4% 2.4%

Average sales per Company-owned store

\$717 \$701 \$1,137 \$1,102

**Balance Sheet Data:**

Working capital

\$22,508 \$30,938 \$22,508 30,938

Total assets

168,076 158,478 168,076 158,478

Bank borrowings and other debt (b)

21,327 35,045 21,327 35,045

Capital lease obligation

220 536 220 536

Stockholders equity

62,713 52,421 62,713 52,421

(a) The Company's definition of EBITDA is earnings before interest, taxes, depreciation and amortization.

(b) The bank

borrowings

and other debt

at

December 29,

2001 and

December 30,  
2000 is net of  
an  
unamortized  
debt discount  
of \$1.6  
million and  
\$2.6 million,  
respectively.

*Quarter Ended December 29, 2001 Compared to Quarter Ended December 30, 2000*

*Retail.* Net sales from Company-owned stores increased 2.9% to \$142.0 million for the second quarter of fiscal 2002 from \$138.0 million for the second quarter of the last fiscal year. Same store sales increased 1.7% in the second quarter of fiscal 2002. Gross profit reflects the cost of goods sold and store occupancy costs including rent, common area maintenance, real estate taxes, repair and maintenance, depreciation and utilities. Gross profit for the second quarter of fiscal 2002 increased 6.3% to \$58.1 million from \$54.6 million for the second quarter of the last fiscal year. The increase was primarily due to increased sales volume and improved merchandise margin. Gross margin was 40.9% for the second quarter of fiscal 2002 compared with 39.6% for the second quarter of the last fiscal year.

Store operating and selling expenses increased 0.3% to \$29.5 million for the second quarter of fiscal 2002 from \$29.4 million in the second quarter of the last fiscal year. The increase in store operating expenses is attributable to the increase in sales. Store operating and selling expenses were 20.8% and 21.3% of sales for the second quarter of fiscal 2002 and fiscal 2001, respectively. The decrease is due to

**Table of Contents**

expense savings in advertising and supplies. Company-owned stores recorded a contribution of \$28.6 million for the second quarter of fiscal 2002 compared to \$25.2 million for the second quarter of the last fiscal year. The improvement over the prior year is primarily the result of improved gross margin as well as improved operating efficiencies.

*Franchising.* Franchise revenue is composed of the initial franchise fees that are recorded as revenue when the store opens, and ongoing royalty fees, generally 4.0% of the store's net sales. No franchise stores were opened and no franchise fees were recognized in the second quarter of fiscal 2002. Franchise fees, recognized on 28 store openings, were \$183,000 for the second quarter of fiscal 2001. Royalty fees increased 12.2% to \$6.1 million in the second quarter of fiscal 2002 from \$5.5 million in the second quarter of the last fiscal year which is primarily due to an increase in the number of stores and a same store sales increase of 1.7% for the franchise stores in the first quarter of fiscal 2002.

Expenses directly related to franchise revenue increased 43.8% to \$1.7 million for the second quarter of fiscal 2002 from \$1.2 million for the second quarter of the last fiscal year. The Company has recorded a provision for the bad debt associated with the royalty receivables of its Canadian franchisee. This franchisee has filed for court protection under bankruptcy proceedings in Canada. As a percentage of franchise revenue, franchise expenses were 27.2% and 20.5% for the second quarter of fiscal 2002 and fiscal 2001, respectively. The increase is due primarily to the bad debt associated with the Canadian franchisee.

*General and Administrative Expenses.* General and administrative expenses increased 29.9% to \$6.5 million in the second quarter of fiscal 2002 from \$5.0 million in the second quarter of the last fiscal year. This increase is attributable, in part, to an increase of \$506,000 in depreciation related to new systems placed in service. The balance of the increase is primarily due to increases in legal and tax consulting fees and stock option-related compensation. General and administrative expenses were 4.6% and 3.6% of sales for the second quarter of fiscal 2002 and fiscal 2001, respectively, reflecting investments in management and systems.

*Interest Expense.* Interest expense decreased 17.5% to \$1.7 million for the second quarter of fiscal 2002 from \$2.0 million in the second quarter of the last fiscal year. The decreased expense is primarily attributable to lower average borrowings outstanding under the Company's Loan and Security Agreement, dated January 14, 2000 (the "Loan Agreement"), with Congress Financial Corporation and reduced principal balances on Senior Notes outstanding due to payments made over the last twelve months.

*Income Taxes.* The effective income tax rate was 40.0% in the first quarter of fiscal 2002 compared to 38.7% in the second quarter of the last fiscal year. The tax rate increased as a result of the increase in the federal statutory rate.

*Net Income.* As a result of the above factors, net income for the second quarter of fiscal 2002 was \$14.9 million, or \$1.15 earnings per basic share and \$0.79 earnings per diluted share, as compared to net income of \$13.9 million, or \$1.09 earnings per basic share and \$0.78 earnings per diluted share in second quarter of the last fiscal year.

**Table of Contents**

*Six Months Ended December 29, 2001 Compared to Six Months Ended December 30, 2000*

*Retail.* Net sales from Company-owned stores increased 3.7% to \$222.8 million for the six months ended December 29, 2001 from \$214.9 million for the six months ended December 30, 2000. Same store sales increased 3.2% in the six months ended December 29, 2001. Gross profit reflects the cost of goods sold and store occupancy costs including rent, common area maintenance, real estate taxes, repair and maintenance, depreciation and utilities. Gross profit for the six months ended December 29, 2001 increased 6.8% to \$81.2 million from \$76.0 million for the six months ended December 30, 2000. The increase was primarily due to increased sales volume and offset by leverage on fixed occupancy costs. Gross margin was 36.4% for the six months ended December 29, 2001 compared with 35.4% for the six months ended December 30, 2000.

Store operating and selling expenses increased 1.2% to \$49.7 million for the six months ended December 29, 2001 from \$49.1 million in the six months ended December 30, 2000. The increase in store operating expenses is attributable to the increase in sales. Store operating and selling expenses were 22.3% and 22.9% of sales for the six-month period ended December 29, 2001 and December 30, 2000, respectively. The decrease is due to improvements in efficiency in the management of store labor hours and savings in advertising and supply expenses. Company-owned stores recorded a contribution of \$31.5 million for the six months ended December 29, 2001 compared to \$26.9 million for the six months ended December 30, 2000. The improvement over the prior year is primarily the result of improved gross margin as well as improved operating efficiencies.

The Company opened four new stores during the six months ended December 29, 2001. No new stores were opened in the six months ended December 30, 2000. Pre-opening expenses for these stores and stores planned to be opened later in the fiscal year were \$215,000. All costs of pre-opening are expensed when incurred.

*Franchising.* Franchise revenue is composed of the initial franchise fees that are recorded as revenue when the store opens, and ongoing royalty fees, generally 4.0% of the store's net sales. Franchise fees, recognized on 13 store openings, were \$343,000 for the six months ended December 29, 2001, compared to \$609,000 for the six months ended December 30, 2000 relating to 46 store openings. Royalty fees increased 13.4% to \$9.4 million in the six months ended December 29, 2001 from \$8.3 million in the six months ended December 30, 2000 which is primarily due to an increase in the number of stores and a same store sales increase of 2.4% for the franchise stores in the six month period ended December 29, 2001.

Expenses directly related to franchise revenue increased 33.2% to \$3.2 million for the six months ended December 29, 2001 from \$2.4 million for the six months ended December 30, 2000. As a percentage of franchise revenue, franchise expenses were 33.1% and 27.2% for the six months ended December 29, 2001 and December 30, 2000, respectively. This increase is due to the recording of a provision for bad debt related to the Company's Canadian franchisee.

*General and Administrative Expenses.* General and administrative expenses increased 24.4% to \$12.7 million in the six months ended December 29, 2001 from \$10.2 million in the six months ended December 30, 2000. This increase is attributable, in part, to an increase of \$912,000 in depreciation related to new systems placed in service. The balance of the increase is primarily due to increases in legal and tax consulting fees and stock option-related compensation. General and administrative expenses were 5.7% and 4.8% of sales for the six months ended December 29, 2001 and December 30, 2000, respectively, reflecting investments in management and systems.

*Interest Expense.* Interest expense decreased 20.5% to \$3.4 million for the six months ended December 29, 2001 from \$4.3 million in the six months ended December 30, 2000. The decreased expense is primarily

## **Table of Contents**

attributable to lower average borrowings outstanding under the Loan Agreement and reduced principal balances on Senior Notes outstanding due to payments made over the last twelve months.

*Income Taxes.* The effective income tax rate was 40.0% in the six months ended December 29, 2001 compared to 38.7% in the six months ended December 30, 2000.

*Net Income.* As a result of the above factors, net income for the six months ended December 29, 2001 was \$13.2 million, or \$1.02 per basic share and \$0.70 per diluted share, as compared to net income of \$11.6 million, or \$0.91 per basic share and \$0.65 per diluted share for the six months ended December 30, 2000.

## **Liquidity and Capital Resources**

Cash requirements are primarily for working capital, the opening of new stores, the improvement and expansion of existing facilities and the improvement of information systems. Historically, these cash requirements have been met through cash flow from operations and borrowings under the Loan Agreement. At December 29, 2001, working capital was \$22.5 million.

For the six month period ended December 29, 2001, cash provided by operating activities was \$25.9 million, compared to \$31.7 million for the same period of the last fiscal year. The decrease in cash provided by operating activities was primarily attributable to an increase in deferred tax assets related primarily to timing differences and the effect of part-year federal net operating losses in fiscal 2001.

Cash used in investment activities for the six month period ended December 29, 2001 was \$5.9 million compared to \$3.7 million in the same period in the last fiscal year. The increase in cash used in investing activities was primarily attributable to the continued investment in new systems and new stores. Four Company-owned stores were opened in the period.

Cash used in financing activities was \$8.3 million for the six month period ended December 29, 2001. This relates to reduced borrowings on the Loan Agreement, a payment of \$6.6 million on Senior Notes in advance of maturity and purchases of treasury stock of \$1.8 million.

At December 29, 2001, the Company had no balance outstanding under the Loan Agreement. Under the terms of the Loan Agreement, the Company may from time to time borrow amounts based on a percentage of its eligible inventory, up to a maximum of \$40 million at any time outstanding. Advances bear interest, at the Company's option, (i) at the adjusted Eurodollar rate plus the applicable margin, which was 2.25% per annum or (ii) at the rate of 3/4% per annum above the prime rate, totaling 5.75% at December 29, 2001. The term of the Loan Agreement is three years, and is secured by a lien on substantially all of the assets of the Company. At February 8, 2002, the Company had no balance outstanding and \$30.8 million was available to be borrowed under the Loan Agreement.

Company management currently believes that the cash generated by operations, together with the borrowing availability under the Loan Agreement, will be sufficient to meet the Company's working capital needs for the next twelve months, including 14 to 18 new stores planned. A payment of \$5.1 million of Senior Notes was made on January 31, 2002.

## **Accounting and Reporting Changes**

In October of 2001, the FASB issued SFAS No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets. This statement supersedes SFAS No. 121 but retains the fundamental provisions of SFAS No. 121 for recognition and measurement of the impairment of long-lived assets to be held and used and measurement of long-lived assets to be disposed of by sale. However, SFAS No. 144 applies the fair value method for testing of impairment, which differs from SFAS No. 121. SFAS No. 144 also supersedes the accounting and reporting provisions of APB Opinion No. 30 as it pertains to disposal of a business segment but retains the requirement of that opinion to report discontinued operations separately from continuing operations and extends that reporting to a component of an entity that either has been disposed of or is classified as held for sale. SFAS No. 144 is effective for fiscal years beginning after December 15,



**Table of Contents**

2001. The Company is evaluating the impact of the adoption of this standard and has not yet determined the effect of adoption on its financial position and results of operations.

**FORWARD-LOOKING STATEMENTS**

This Form 10-Q (including the information incorporated herein by reference) contains forward-looking statements within the meaning of The Private Securities Litigation Reform Act of 1995. The statements are made a number of times throughout the document and may be identified by forward-looking terminology as estimate, project, expect, believe, may, will, intend or similar statements or variations of terms. Such forward-looking statements involve certain risks and uncertainties, and include among others, the following: levels of sales, store traffic, acceptance of product offerings, competitive pressures from other party supplies retailers, availability of qualified personnel, availability of suitable future store locations, schedules of store expansion plans and other factors. As a result of the foregoing risks and uncertainties, actual results and performance may differ materially from that projected or suggested herein. Additional information concerning certain risks and uncertainties that could cause actual results to differ materially from that projected or suggested may be identified from time to time in the Company's Securities and Exchange Commission filings and the Company's public announcements.

***Item 3. Quantitative and Qualitative Disclosures About Market Risk***

The Company, in the normal course of doing business, is exposed to interest rate change market risk. As borrowing patterns are cyclical, the Company is not dependent on borrowing throughout the year. Therefore, a sudden increase in interest rates (which under the Loan Agreement is dependent on the prime rate) may, during peak borrowing, have a negative impact on short-term results.

**PART II OTHER INFORMATION**

**ITEM 1. LEGAL PROCEEDINGS**

The Company was named as a defendant in twelve class action complaints. The Company's former Chief Executive Officer and the former Chief Financial Officer and Executive Vice President of Operations were also named as defendants. All of the complaints were filed in the United States District Court for the District of New Jersey. The complaints were filed as class actions on behalf of persons who purchased or acquired Party City common stock during various time periods between February 1998 and March 19, 1999 (the Class Period). In October 1999, plaintiffs filed an amended class action complaint and in February 2000, plaintiffs filed a second amended complaint.

The second amended complaint alleged, among other things, violations of Sections 10(b) and 20(a) of the Securities Exchange Act of 1934, as amended, and Rule 10b-5 promulgated thereunder, and sought unspecified damages. The plaintiffs alleged that defendants issued a series of false and misleading statements and failed to disclose material facts concerning, among other things, the Company's financial condition, adequacy of internal controls and compliance with certain loan covenants during the Class Period. The plaintiffs further alleged that because of the issuance of a series of false and misleading statements and/or the failure to disclose material facts, the price of Party City common stock was artificially inflated.

In early 2000, defendants moved to dismiss the second amended complaint on the ground that it failed to state a cause of action. On May 29, 2001, the District Court issued an Opinion and Order dismissing the Complaint against all defendants with prejudice. On June 27, 2001, plaintiffs filed a Notice of Appeal to the United States Court of Appeals for the Third Circuit. Argument of the appeal is presently scheduled to be heard on March 19, 2002. It is not possible to predict the likely outcome of the appeal at this time.

A lawsuit was filed on September 25, 2001 against the Company in Los Angeles Superior Court by an assistant manager in one of the Company's California stores for himself and on behalf of other members of an alleged class of Party City store managers (the Class) who claim the Company misclassified the Class as exempt from

**Table of Contents**

California overtime wage and hour laws. The lawsuit seeks relief in the form of disgorgement of overtime wages allegedly owed by the Company to the Class but not paid. The plaintiffs also seek punitive damages and statutory penalties. The Company denies the allegations and is vigorously defending against the claim.

In addition to the foregoing, the Company is from time to time involved in routine litigation incidental to the conduct of its business. The Company is aware of no other material existing or threatened litigation to which it is or may be a party.

ITEM 2. CHANGES IN SECURITIES AND USE OF PROCEEDS

None

ITEM 3. DEFAULTS UPON SENIOR SECURITIES

None

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

The Company's 2001 Annual Meeting of Stockholders was held on Wednesday, November 14, 2001 for the following purposes:

1. To elect nine directors to the Board of Directors who shall serve until the 2002 Annual Meeting of Stockholders, or until their successors are elected and qualified. ( Proposal 1 )
2. To approve the Company's Employee Stock Purchase Plan. ( Proposal 2 )

The voting as to each Proposal was as follows:

**Proposal 1**

Name	For	Against
Ralph Dillon	10,671,234	42,190
Jack Futterman	8,868,306	1,845,118
Michael A. Gatto	10,670,934	42,490
L.R. Jalenak, Jr.	10,676,234	37,190
Howard Levkowitz	10,670,434	42,990
Nancy Pedot	10,678,134	35,290
Walter J. Salmon	10,677,234	36,190
James Shea	8,897,806	1,815,618
Michael Tennenbaum	10,671,034	42,390

**Proposal 2**

For	Against	Abstain
-----	---------	---------

Edgar Filing: PARTY CITY CORP - Form 10-Q

8,702,332

2,006,019

5,073

ITEM 5. OTHER INFORMATION

None

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) The exhibits required to be filed as part of this report on Form 10-Q are listed in the attached Exhibit Index.

**Table of Contents**

(b) Report on Form 8-K

None  
EXHIBIT INDEX

<u>Exhibit No.</u>	
3.1(1)	Certificate of Incorporation of the Company.
3.2(4)	
Bylaws of the Company, as amended.4.1(1)	
Specimen stock certificate evidencing the Common Stock.4.2(5)	
Form of Amended and Restated Warrant.4.3(2)	
Form of A Note.4.4(2)	
Form of B Note.4.5(2)	
Form of C Note.4.6(2)	
Form of D Note.4.7(5)	
Form of E Note.4.8(2)	
Form of Securities Purchase Agreement, dated as of August 16, 1999, by and between the Company and each of the Investors.4.9(5)	
First Amendment to Securities Purchase Agreement, dated as of January 14, 2000, by and between the Company and each of the Investors.4.10(7)	
Second Amendment to Securities	

Purchase  
Agreement,  
dated as of  
April 1, 2001,  
by and among  
the Company  
and each of the  
Investors.10.1(1)  
Form of Unit  
Franchise  
Agreement  
entered into by  
the Company  
and  
franchisees.10.2(6)  
Amended and  
Restated 1999  
Stock  
Incentive Plan  
of the  
Company.10.3(3)  
Option  
Agreement,  
dated as of  
June 8, 1999,  
between  
Steven  
Mandell and  
Jack  
Futterman.10.4(3)  
Stock Pledge  
Agreement,  
dated as of  
June 8, 1999,  
between  
Steven  
Mandell and  
Jack  
Futterman.10.5(3)  
Employment  
Agreement,  
dated as of  
June 8, 1999,  
between the  
Company and  
Jack  
Futterman.10.6(2)  
Investor  
Rights  
Agreement,  
dated as of  
August 16,  
1999, by and  
among the  
Company, the  
Investors and  
Jack  
Futterman.10.7(2)  
Standstill and  
Forbearance  
Agreement,  
dated as of

August 16,  
1999, by and  
among the  
Company,  
PNC Bank,  
National  
Association, as  
Agent, and the  
Banks.10.8(2)  
Vendor  
Forbearance  
and Standstill  
Agreement,  
dated as of  
August 16,  
1999, by and  
among the  
Company and  
the Trade  
Vendors.10.9(7)  
First  
Amendment to  
Investor  
Rights  
Agreement,  
dated as of  
October 11,  
2000, by and  
among the  
Company, the  
Investors and  
Jack  
Futterman.10.10(7)  
Second  
Amendment to  
Investor  
Rights  
Agreement,  
dated as of  
November 20,  
2000, by and  
among the  
Company, the  
Investors and  
Jack  
Futterman.10.11(5)  
Loan and  
Security  
Agreement,  
dated  
January 14,  
2000, by and  
between the  
Company and  
Congress  
Financial  
Corporation.10.12(6)  
Description of  
oral consulting  
agreement  
between the  
Company and

Ralph  
Dillon.10.13(6)  
Employment  
Agreement of  
James Shea,  
dated as of  
December 10,  
1999, by and  
between the  
Company and  
James  
Shea.10.14(6)  
Employment  
Agreement of  
Andrew  
Bailen, dated  
as of August 7,  
2000, by and  
between the  
Company and  
Andrew  
Bailen.10.15(6)  
Employment  
Agreement of  
Thomas  
Larson, dated  
as of June 18,  
1999, by and  
between the  
Company and  
Thomas  
Larson.10.16(8)  
Management  
Stock  
Purchase Plan  
of the  
Company21.1  
Subsidiaries.  
The wholly  
owned  
subsidiary of  
the Company  
is Party City  
Michigan, Inc.  
incorporated  
on October 23,  
1997, in the  
State of  
Delaware.  
This  
subsidiary  
does business  
under the  
name Party  
City Michigan,  
Inc.

Notes

---

- (1) Incorporated by reference to the Company's Registration Statement as amended on Form S-1 Number 333-00350 as filed with the Commission on January 18, 1996.





**Table of Contents**

(2) Incorporated by reference to the Company's Current Report on Form 8-K as filed with the Commission on August 25, 1999.

(3) Incorporated by reference to Amendment No. 1 to Schedule 13D as filed by Jack Futterman with the Commission on June 17, 1999.

(4) Incorporated by reference to the Company's Current Report on Form 8-K as filed with the Commission on June 8, 2000.

(5) Incorporated by reference to the Company's Current Report on Form 8-K as filed with the Commission on January 19, 2000.

(6) Incorporated by reference to the Company's Quarterly Report on Form 10-Q as filed with the Commission on February 13, 2001.

(7) Incorporated by reference to the Company's Quarterly Report on Form 10-Q as filed with the Commission on May 15, 2001.

(8) Incorporated by reference to the Company's Registration Statement on Form S-8 as filed with the Commission on July 23, 2001.



**Table of Contents**

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.

PARTY CITY CORPORATION

By /s/ James Shea

---

(James Shea)  
Chief Executive Officer

By /s/ Thomas E. Larson

---

(Thomas E. Larson)  
Chief Financial Officer

By /s/ Linda M. Siluk

---

(Linda M. Siluk)  
Chief Accounting Officer

Date: February 11, 2002