## J\&J SNACK FOODS CORP

Form 10-Q
April 27, 2015

## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q
(Mark One)

XQuarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the period ended March 28, 2015
or

Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Commission File Number: 0-14616

J \& J SNACK FOODS CORP.
(Exact name of registrant as specified in its charter)
(State or other jurisdiction of (I.R.S. Employer
incorporation or organization) Identification No.)

6000 Central Highway, Pennsauken, NJ 08109
(Address of principal executive offices)

Telephone (856) 665-9533

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

## XYes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T ( $\$ 232.405$ of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

XYes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer," "non-accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large Accelerated filer (X)
Accelerated filer ( )

Non-accelerated filer ( ) Smaller reporting company ( )
(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).
Yes XNo

As April 20, 2015 there were 18,691,274 shares of the Registrant's Common Stock outstanding.

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## J \& J SNACK FOODS CORP. AND SUBSIDIARIES

## CONSOLIDATED BALANCE SHEETS

## (in thousands, except share amounts)

$\left.\begin{array}{llc} & \text { March 28, } & \begin{array}{l}\text { September } \\ \mathbf{2 7} \\ \hline\end{array} \\ & \mathbf{2 0 1 5} \\ \text { (unaudited) }\end{array}\right)$

| Accrued income taxes | - | - |
| :--- | :--- | :--- |
| Accrued liabilities | 5,471 | 5,007 |
| Accrued compensation expense | 11,164 | 14,286 |
| Dividends payable | 6,729 | 5,972 |
| Total current liabilities | 90,171 | 95,957 |
|  |  |  |
| Long-term obligations under capital leases | 1,334 | 374 |
| Deferred income taxes | 44,915 | 44,785 |
| Other long-term liabilities | 1,037 | 1,139 |
| Stockholders' Equity |  |  |
| Preferred stock, \$1 par value; authorized 10,000,000 shares; none issued | - | - |
| Common stock, no par value; authorized, 50,000,000 shares; issued and outstanding | 33,777 | 32,621 |
| 18,689,000 and 18,663,000 respectively | $(10,246$ | ) |
| Accumulated other comprehensive loss | 548,9825 | 535,885 |
| Retained Earnings | 571,856 | 562,518 |
| Total stockholders' equity | $\$ 709,313$ | $\$ 704,773$ |
| Total Liabilities and Stockholder's Equity |  |  |

The accompanying notes are an integral part of these statements.

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## J \& J SNACK FOODS CORP. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF EARNINGS

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

|  | Three months ended |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | March 28, 2015 | March 29, 2014 | March 28, 2015 | $\begin{aligned} & \text { March } \\ & 29, \\ & 2014 \end{aligned}$ |
| Net Sales | \$225,008 | \$205,321 | \$437,760 | \$408,844 |
| Cost of goods sold ${ }^{(1)}$ | 158,058 | 144,208 | 309,709 | 287,825 |
| Gross Profit | 66,950 | 61,113 | 128,051 | 121,019 |
| Operating expenses |  |  |  |  |
| Marketing (2) | 19,986 | 17,519 | 39,473 | 35,551 |
| Distribution ${ }^{(3)}$ | 17,633 | 16,382 | 35,154 | 32,502 |
| Administrative ${ }^{(4)}$ | 7,462 | 6,781 | 14,987 | 13,765 |
| Other general expense | 64 | 99 | 22 | 898 |
|  | 45,145 | 40,781 | 89,636 | 82,716 |
| Operating Income | 21,805 | 20,332 | 38,415 | 38,303 |
| Other income (expense) |  |  |  |  |
| Investment income | 1,278 | 976 | 2,632 | 2,114 |
| Interest expense \& other | (30 | (27 ) | (54 ) | (63 ) |
| Earnings before income taxes | 23,053 | 21,281 | 40,993 | 40,354 |
| Income taxes | 8,416 | 7,760 | 15,100 | 14,407 |
| NET EARNINGS | \$14,637 | \$13,521 | \$25,893 | \$25,947 |
| Earnings per diluted share | \$0.78 | \$0.72 | \$ 1.38 | \$ 1.38 |
| Weighted average number of diluted shares | 18,821 | 18,819 | 18,811 | 18,806 |
| Earnings per basic share | \$0.78 | \$0.72 | \$ 1.39 | \$ 1.39 |
| Weighted average number of basic shares | 18,689 | 18,693 | 18,679 | 18,686 |

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(1) Includes share-based compensation expense of $\$ 108$ and $\$ 220$ for the three months and six months ended March ${ }^{(1)} 28,2015$, respectively and $\$ 117$ and $\$ 235$ for the three months and six months ended March 29, 2014.
(2) Includes share-based compensation expense of $\$ 158$ and $\$ 330$ for the three months and six months ended March (2) 28,2015 , respectively and $\$ 170$ and $\$ 340$ for the three months and six months ended March 29, 2014.
(3) Includes share-based compensation expense of $\$ 10$ and $\$ 21$ for the three months and six months ended March 28, 2015, respectively and $\$ 11$ and $\$ 21$ for the three months and six months ended March 29, 2014.
(4) Includes share-based compensation expense of $\$ 209$ and $\$ 438$ for the three months and six months ended March ${ }^{(4)} 28,2015$, respectively and $\$ 227$ and $\$ 453$ for the three months and six months ended March 29, 2014.

See accompanying notes to the consolidated financial statements

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J\&J SNACK FOODS CORP. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(Unaudited)
(in thousands)

|  | Three months ended |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | March | March | March | March |
|  | 28, | 29, | 28, |  |
|  | 2015 | 2014 | 2015 | 2014 |
| Net Earnings | \$14,637 | \$13,521 | \$25,893 | \$25,947 |
| Foreign currency translation adjustments | (914 | (172 | (2,869) | (276 |
| Unrealized holding gain(loss)on marketable securities | 533 | 956 | $(1,389)$ | 1,429 |
| Total Other Comprehensive Income, net of tax | (381 | 784 | (4,258) | 1,153 |
| Comprehensive Income | \$14,256 | \$14,305 | \$21,635 | \$27,100 |

All amounts are net of tax.

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## J \& J SNACK FOODS CORP. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited) (in thousands)

|  | Six months ended |  |
| :--- | :--- | :--- |
|  | March | March |
|  | 28, | 29, |
|  | 2015 | 2014 |
|  |  |  |
| Operating activities: | $\$ 25,893$ | $\$ 25,947$ |
| Net earnings |  |  |
| Adjustments to reconcile net earnings to net cash provided by operating activities: | 15,987 | 15,591 |
| Depreciation of fixed assets | 2,869 | 2,511 |
| Amortization of intangibles and deferred costs | 1,009 | 1,049 |
| Share-based compensation | 14 | $(189$ |$)$

See accompanying notes to the consolidated financial statements.

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## J \& J SNACK FOODS CORP. AND SUBSIDIARIES

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

(unaudited)

In the opinion of management, the accompanying unaudited consolidated financial statements contain all Note adjustments (consisting of only normal recurring adjustments) necessary to present fairly the financial position 1 and the results of operations and cash flows. Certain prior year amounts have been reclassified to conform to the current period presentation. These reclassifications had no effect on reported net earnings.

The results of operations for the three and six months ended March 28, 2015 and March 29, 2014 are not necessarily indicative of results for the full year. Sales of our frozen beverages and frozen juice bars and ices are generally higher in our third and fourth quarters due to warmer weather.

While we believe that the disclosures presented are adequate to make the information not misleading, it is suggested that these consolidated financial statements be read in conjunction with the consolidated financial statements and the notes included in the Company's Annual Report on Form 10-K for the fiscal year ended September 27, 2014.

We recognize revenue from our products when the products are shipped to our customers. Repair and maintenance equipment service revenue is recorded when it is performed provided the customer terms are that the customer is to be charged on a time and material basis or on a straight-line basis over the term of the contract when the customer has signed a service contract. Revenue is recognized only where persuasive evidence of an Note arrangement exists, our price is fixed or estimable and collectability is reasonably assured. We record offsets to 2 revenue for allowances, end-user pricing adjustments, trade spending, coupon redemption costs and returned product. Customers generally do not have the right to return product unless it is damaged or defective. We provide an allowance for doubtful receivables after taking into consideration historical experience and other factors. The allowance for doubtful receivables was $\$ 284,000$ and $\$ 450,000$ at March 28, 2015 and September 27, 2014, respectively.

Depreciation of equipment and buildings is provided for by the straight-line method over the assets' estimated useful lives. Amortization of improvements is provided for by the straight-line method over the term of the lease or the assets' estimated useful lives, whichever is shorter. Licenses and rights, customer
Note 3 relationships and non-compete agreements arising from acquisitions are amortized by the straight-line method over periods ranging from 3 to 20 years. Depreciation expense was $\$ 8,006,000$ and $\$ 7,903,000$ for the three months ended March 28, 2015 and March 29, 2014, respectively, and for the six months ended March 28, 2015 and March 29, 2014 was $\$ 15,987,000$ and $\$ 15,591,000$ respectively.

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$\qquad$

Basic earnings per common share (EPS) excludes dilution and is computed by dividing income available to Note common shareholders by the weighted average common shares outstanding during the period. Diluted EPS takes 4 into consideration the potential dilution that could occur if securities (stock options) or other contracts to issue common stock were exercised and converted into common stock. Our calculation of EPS is as follows:

|  | Three Months Ended March 28,2015 |  |  |
| :---: | :---: | :---: | :---: |
|  | Income <br> (Numerat | Shares <br> (IIDenominator) | Per Share Amount |
|  | (in thousands, except per share amounts) |  |  |
| Basic EPS |  |  |  |
| Net Earnings available to common stockholders | \$14,637 | 18,689 | \$ 0.78 |
| Effect of Dilutive Securities |  |  |  |
| Options | - | 132 | - |
|  |  |  |  |
| Net Earnings available to common stockholders plus assumed conversions | \$14,637 | 18,821 | \$ 0.78 |
|  | Six Months Ended March 28, 2015 |  |  |
|  | Income | Shares | Per <br> Share |
|  |  | (IIDenominator) | Amount |
|  | (in thousa amounts) | nds, except per | share |
| Basic EPS |  |  |  |
| Net Earnings available to common stockholders | \$25,893 | 18,679 | \$ 1.39 |
| Effect of Dilutive Securities |  |  |  |
| Options | - | 132 | (0.01 ) |
| Diluted EPS |  |  |  |
| Net Earnings available to common stockholders plus assumed conversions | \$25,893 | 18,811 | \$ 1.38 |

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|  | Three Months Ended March 29, 2014 |  |  |
| :---: | :---: | :---: | :---: |
|  | Income <br> (Numerat | Shares <br> (il) enominator) | Per <br> Share <br> Amount |
|  | (in thousands, except per share amounts) |  |  |
| Basic EPS |  |  |  |
| Net Earnings available to common stockholders | \$13,521 | 18,693 | \$ 0.72 |
| Effect of Dilutive Securities |  |  |  |
| Options | - | 126 | - |
| Diluted EPS |  |  |  |
| Net Earnings available to common stockholders plus assumed conversions | \$13,521 | 18,819 | \$ 0.72 |
|  | Six Months Ended March 29, 2014 |  |  |
|  | Income | Shares |  |
|  | (Numerat | (IIDenominator) | Amount |
|  | (in thousa amounts) | nds, except per |  |
| Basic EPS |  |  |  |
| Net Earnings available to common stockholders | \$25,947 | 18,686 | \$ 1.39 |
| Effect of Dilutive Securities |  |  |  |
| Options |  | 120 | (0.01) |
| Diluted EPS |  |  |  |
| Net Earnings available to common stockholders plus assumed conversions | \$25,947 | 18,806 | \$ 1.38 |

Note At March 28, 2015, the Company has three stock-based employee compensation plans. Share-based 5 compensation was recognized as follows:
$\left.\begin{array}{lllll} & \begin{array}{l}\text { Three months } \\ \text { ended } \\ \text { March }\end{array} & \begin{array}{l}\text { Six months } \\ \text { ended }\end{array} \\ 28, & 29, & \begin{array}{l}\text { March } \\ 28,\end{array} & 29, \\ 2015 & 2014 & 2015 & 2014 \\ \text { (in thousands, except per } \\ \text { share amounts) }\end{array}\right]$

The Company anticipates that share-based compensation will not exceed $\$ 1.9$ million net of tax benefits, or approximately \$. 10 per share for the fiscal year ending September 26, 2015.

The fair value of each option grant is estimated on the date of grant using the Black-Scholes options-pricing model with the following weighted average assumptions used for grants in fiscal 2015 first six months: expected volatility of $17.8 \%$; risk-free interest rate of $1.6 \%$; dividend rate of $1.4 \%$ and expected lives of 5 years.

During the 2015 six month period, the Company granted 148,840 stock options. The weighted-average grant date fair value of these options was $\$ 15.23$. During the 2014 six month period, the Company granted 98,975 stock options. The weighted-average grant date fair value of these options was $\$ 15.21$.

Expected volatility is based on the historical volatility of the price of our common shares over the past 55 months for 5 year options and 10 years for 10 year options. We use historical information to estimate expected life and forfeitures within the valuation model. The expected term of awards represents the period of time that options granted are expected to be outstanding. The risk-free rate for periods within the expected life of the option is based on the U.S. Treasury yield curve in effect at the time of grant. Compensation cost is recognized using a straight-line method over
the vesting or service period and is net of estimated forfeitures.

We account for our income taxes under the liability method. Under the liability method, deferred tax assets and Note liabilities are determined based on the difference between the financial statement and tax bases of assets and
6 liabilities as measured by the enacted tax rates that will be in effect when these differences reverse. Deferred tax expense is the result of changes in deferred tax assets and liabilities.

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Additionally, we recognize a liability for income taxes and associated penalties and interest for tax positions taken or expected to be taken in a tax return which are more likely than not to be overturned by taxing authorities ("uncertain tax positions"). We have not recognized a tax benefit in our financial statements for these uncertain tax positions.

The total amount of gross unrecognized tax benefits is $\$ 315,000$ and $\$ 315,000$ on March 28,2015 and September 27, 2014, respectively, all of which would impact our effective tax rate over time, if recognized. We recognize interest and penalties related to income tax matters as a part of the provision for income taxes. As of March 28, 2015 and September 27, 2014, respectively, the Company has $\$ 180,000$ and $\$ 180,000$ of accrued interest and penalties.

In addition to our federal tax return and tax returns for Mexico and Canada, we file tax returns in all states that have a corporate income tax with virtually all open for examination for three to four years.

In May 2014, the FASB issued guidance on revenue recognition which says that we should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration which we expect to be entitled in exchange for those goods or services. This guidance is effective for our fiscal year ending September 2019. Early application is not permitted. We will assess the impact this guidance will have on our consolidated financial statements.

Note 8 Inventories consist of the following:

March September
28, 27,
$2015 \quad 2014$
(unaudited)
(in thousands)

Finished goods
Raw Materials
Packaging materials
Equipment parts \& other
\$38,926 \$ 33,189
18,085 15,632
6,720 6,107
23,312 21,155
\$87,043 \$76,083

The above inventories are net of reserves $\$ 2,621 \quad \$ 3,982$

Note We principally sell our products to the food service and retail supermarket industries. Sales and results of our 9 frozen beverages business are monitored separately from the balance of our food service business because of
different distribution and capital requirements. We maintain separate and discrete financial information for the three operating segments mentioned above which is available to our Chief Operating Decision Makers.

Our three reportable segments are Food Service, Retail Supermarkets and Frozen Beverages. All inter-segment net sales and expenses have been eliminated in computing net sales and operating income (loss). These segments are described below

Food Service

The primary products sold by the food service group are soft pretzels, frozen juice treats and desserts, churros, dough enrobed handheld products and baked goods. Our customers in the food service industry include snack bars and food stands in chain, department and discount stores; malls and shopping centers; fast food outlets; stadiums and sports arenas; leisure and theme parks; convenience stores; movie theatres; warehouse club stores; schools, colleges and other institutions. Within the food service industry, our products are purchased by the consumer primarily for consumption at the point-of-sale.

## Retail Supermarkets

The primary products sold to the retail supermarket channel are soft pretzel products - including SUPERPRETZEL, frozen juice treats and desserts including LUIGI'S Real Italian Ice, MINUTE MAID Juice Bars and Soft Frozen Lemonade, WHOLE FRUIT frozen fruit bars and sorbet, PHILLY SWIRL cups and sticks, ICEE Squeeze-Up Tubes and dough enrobed handheld products including PATIO burritos. Within the retail supermarket channel, our frozen and prepackaged products are purchased by the consumer for consumption at home.

## Frozen Beverages

We sell frozen beverages and related products to the food service industry primarily under the names ICEE, SLUSH PUPPIE and PARROT ICE in the United States, Mexico and Canada. We also provide repair and maintenance service to customers for customers' owned equipment.

The Chief Operating Decision Maker for Food Service and Retail Supermarkets and the Chief Operating Decision Maker for Frozen Beverages monthly review detailed operating income statements and sales reports in order to assess performance and allocate resources to each individual segment. In addition, the Chief Operating Decision Makers review and evaluate depreciation, capital spending and assets of each segment on a quarterly basis to monitor cash flow and asset needs of each segment. Information regarding the operations in these three reportable segments is as follows:

| Three months ended | Six months ended |  |  |
| :--- | :--- | :--- | :--- |
| March 28, | March | March | March |
| 29, | 28, | 29, |  |
| 2015 | 2014 | 2015 | 2014 |
| (unaudited) |  |  |  |
| (in thousands) |  |  |  |

Sales to External Customers:
Food Service
Soft pretzels
Frozen juices and ices
Churros
Handhelds
Bakery
Other

| $\$ 41,099$ | $\$ 38,815$ | $\$ 81,817$ | $\$ 78,123$ |
| :--- | :--- | :--- | :--- |
| 11,072 | 11,857 | 19,273 | 20,086 |
| 14,622 | 13,430 | 27,589 | 27,381 |
| 5,044 | 5,712 | 10,202 | 12,116 |
| 70,791 | 66,169 | 145,222 | 135,245 |
| 2,634 | 2,346 | 4,720 | 4,158 |
| $\$ 145,262$ | $\$ 138,329$ | $\$ 288,823$ | $\$ 277,109$ |

Retail Supermarket
Soft pretzels
Frozen juices and ices
Handhelds
Coupon redemption
Other

| $\$ 10,829$ | $\$ 10,309$ | $\$ 20,029$ | $\$ 19,224$ |
| :---: | :---: | :---: | :---: |
| 13,722 | 8,402 | 22,877 | 14,825 |
| 4,569 | 4,815 | 9,448 | 10,102 |
| $(927$ | $(689$ | $(2,000$ | $(1,369$ |
| 340 | 213 | 566 | 432 |
| $\$ 28,533$ | $\$ 23,050$ | $\$ 50,920$ | $\$ 43,214$ |

Frozen Beverages

| Beverages | $\$ 28,778$ | $\$ 26,713$ | $\$ 54,288$ | $\$ 51,902$ |
| :--- | :---: | :---: | :---: | :---: |
| Repair and maintenance service | 15,723 | 13,135 | 31,033 | 26,744 |
| Machines sales | 6,328 | 3,759 | 12,075 | 9,282 |
| Other | 384 | 335 | 621 | 593 |
|  | $\$ 51,213$ | $\$ 43,942$ | $\$ 98,017$ | $\$ 88,521$ |
| Consolidated Sales | $\$ 225,008$ | $\$ 205,321$ | $\$ 437,760$ | $\$ 408,844$ |

Depreciation and Amortization:
Food Service
Retail Supermarket
Frozen Beverages

| $\$ 5,388$ | $\$ 5,233$ | $\$ 10,641$ | $\$ 10,372$ |
| :---: | :---: | :---: | :---: |
| 187 | 8 | 440 | 16 |
| 3,866 | 3,921 | 7,775 | 7,714 |
| $\$ 9,441$ | $\$ 9,162$ | $\$ 18,856$ | $\$ 18,102$ |

Operating Income:
Food Service
Retail Supermarket
Frozen Beverages

| $\$ 15,649$ | $\$ 17,562$ | $\$ 31,142$ | $\$ 32,713$ |
| :---: | :---: | :---: | :---: |
| 2,535 | 2,602 | 3,201 | 4,566 |
| 3,621 | 168 | 4,072 | 1,024 |
| $\$ 21,805$ | $\$ 20,332$ | $\$ 38,415$ | $\$ 38,303$ |

Capital Expenditures:
Food Service
Retail Supermarket
Frozen Beverages

| $\$ 4,656$ | $\$ 4,991$ | $\$ 10,812$ | $\$ 10,839$ |
| :---: | :---: | :---: | :---: |
| - | - | - | - |
| 5,132 | 6,517 | 9,831 | 9,986 |
| $\$ 9,788$ | $\$ 11,508$ | $\$ 20,643$ | $\$ 20,825$ |

Assets:
Food Service
Retail Supermarket
Frozen Beverages

| $\$ 532,773$ | $\$ 505,745$ | $\$ 532,773$ | $\$ 505,745$ |
| :---: | :---: | :---: | :---: |
| 14,452 | 6,051 | 14,452 | 6,051 |
| 162,088 | 154,198 | 162,088 | 154,198 |
| $\$ 709,313$ | $\$ 665,994$ | $\$ 709,313$ | $\$ 665,994$ |

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Note Our three reporting units, which are also reportable segments, are Food Service, Retail Supermarkets and 10 Frozen Beverages.

The carrying amounts of acquired intangible assets for the Food Service, Retail Supermarkets and Frozen Beverage segments as of March 28, 2015 and September 27, 2014 are as follows:

March 28, 2015
Gross
Carrying Accumulated Carrying Accumulated Amount Amortization Amount Amortization (in thousands)

FOOD SERVICE
Indefinite lived intangible assets Trade Names

Amortized intangible assets Non compete agreements
Customer relationships License and rights
TOTAL FOOD SERVICE
RETAIL SUPERMARKETS

Indefinite lived intangible assets
Trade Names
Amortized Intangible Assets

| Non compete agreements | 160 | 73 | 160 | 34 |
| :--- | :--- | :--- | :--- | :--- |
| Customer relationships | 7,979 | 820 | 7,979 | 420 |

TOTAL RETAIL SUPERMARKETS \$15,345 \$ 893 \$15,345 \$ 454

## FROZEN BEVERAGES

Indefinite lived intangible assets
Trade Names
Amortized intangible assets
$\begin{array}{lllll}\text { Non compete agreements } & 198 & 198 & 198 & 198\end{array}$
$\begin{array}{lllll}\text { Customer relationships } & 6,478 & 5,757 & 6,478 & 5,448\end{array}$
Licenses and rights
TOTAL FROZEN BEVERAGES
CONSOLIDATED

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Amortized intangible assets are being amortized by the straight-line method over periods ranging from 3 to 20 years and amortization expense is reflected throughout operating expenses. There were no intangible assets acquired in the three and six months ended March 28, 2015. Aggregate amortization expense of intangible assets for the three months ended March 28, 2015 and March 29, 2014 was $\$ 1,352,000$ and $\$ 1,143,000$, respectively and for the six months ended March 28, 2015 and March 29, 2014 was $\$ 2,707,000$ and $\$ 2,286,000$, respectively.

Estimated amortization expense for the next five fiscal years is approximately $\$ 5,400,000$ in 2015 and $\$ 5,100,000$ in 2016, $\$ 2,600,000$ in 2017, $\$ 1,800,000$ in 2018 and $\$ 1,600,000$ in 2019. The weighted average amortization period of the intangible assets is 10.1 years.

## Goodwill

The carrying amounts of goodwill for the Food Service, Retail Supermarket and Frozen Beverage segments are as follows:

|  | Food <br> Service | Retail <br> Supermarket | Frozen <br> Beverages | Total |
| :--- | :--- | :--- | :--- | :--- |
| (in thousands) |  |  |  |  |

There was no goodwill acquired in the three and six months ended March 28, 2015.

We have classified our investment securities as marketable securities held to maturity and available for sale. The FASB defines fair value as the price that would be received from selling an asset or paid to transfer a liability in Note an orderly transaction between market participants. As such, fair value is a market-based measurement that 11 should be determined based on assumptions that market participants would use in pricing an asset or liability. As a basis for considering such assumptions, the FASB has established three levels of inputs that may be used to measure fair value:

Level 1 Observable input such as quoted prices in active markets for identical assets or liabilities;

Level 2 Observable inputs, other than Level 1 inputs in active markets, that are observable either directly or indirectly;

Level 3 Unobservable inputs for which there is little or no market data, which require the reporting entity to develop its

Marketable securities held to maturity and available for sale consist primarily of investments in mutual funds and preferred stock. The fair values of mutual funds are based on quoted market prices in active markets and are classified within Level 1 of the fair value hierarchy. The fair value of preferred stock is based on quoted prices for identical or similar instruments in markets that are not active. As a result, preferred stock is classified within Level 2 of the fair value hierarchy.

The amortized cost, unrealized gains and losses, and fair market values of our investment securities available for sale at March 28, 2015 are summarized as follows:

|  | Gross |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  | Amortized <br> Cost <br> (in thousands) | Gnrealized | Gair <br> Unrealized | Losses |
| Market |  |  |  |  |
| Value |  |  |  |  |

The mutual funds seek current income with an emphasis on maintaining low volatility and overall moderate duration. The unrealized losses of $\$ 3.1$ million are spread over 28 funds with total fair market value of $\$ 98.7$ million. The Fixed-to-Floating Perpetual Preferred Stock generate fixed income to call dates in 2018, 2019 and 2025 and then income is based on a spread above LIBOR if the securities are not called. These investment securities do not have contractual maturities; however, we classify them as long term assets as it is our intent to hold them for a period of over one year, although we may sell some or all of them depending on presently unanticipated needs for liquidity or market conditions.

The amortized cost, unrealized gains and losses, and fair market values of our investment securities held to maturity at September 27, 2014 are summarized as follows:

|  | Gross <br> Amortizddhrealized <br> Cost Gains | Gross <br> Unrealized <br> Losses | Fair <br> Market |
| :--- | :--- | :--- | :--- | :--- |
| Value |  |  |  |

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The amortized cost, unrealized gains and losses, and fair market values of our investment securities available for sale at September 27, 2014 are summarized as follows:

|  | Gross <br> AmortizedUnrealized <br> Cost Gains <br> (in thousands) |  |  | Gross |
| :--- | :--- | :--- | :--- | :--- |
| Unrealized <br> Losses | Fair <br> Market <br> Value |  |  |  |
| Mutual Funds | $\$ 129,473$ | $\$ 760$ | $\$ 2,116$ | $\$ 128,117$ |
| Total investment securities available for sale | $\$ 129,473$ | $\$ 760$ | $\$ 2,116$ | $\$ 128,117$ |

The amortized cost and fair value of the Company's held to maturity securities by contractual maturity at March 28, 2015 and September 27, 2014 are summarized as follows:

| March 28, | September 27, |
| :--- | :--- |
| 2015 | 2014 |


|  | $\begin{array}{c}\text { Fair } \\ \text { Amdttirkedt } \\ \text { CosNalue } \\ \text { (in thousands) }\end{array}$ |  | $\begin{array}{c}\text { Fair } \\ \text { AmortizAdarket }\end{array}$ |  |
| :--- | :---: | :---: | :---: | :---: |
| Cost |  |  |  |  |$)$ Value

Proceeds from the redemption and sale of marketable securities were $\$ 2,000,000$ and $\$ 13,601,000$ in the three and six months ended March 28, 2015, respectively, and $\$ 565,000$ and $\$ 6,060,000$ in the three and six months ended March 29,2014 , respectively. Losses of $\$ 0$ and $\$ 509,000$ were recorded in the three and six months ended March 28, 2015, respectively, and $\$ 36,000$ and $\$ 296,000$ were recorded in the three and six months ended March 29, 2014, respectively. We use the specific identification method to determine the cost of securities sold.

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Note In October 2013, we acquired the assets of New York Pretzel, a manufacturer and distributor of soft pretzels
12 selling primarily in the northeast to foodservice and retail locations. Of the purchase price of $\$ 11.8$ million, $\$ 849,000$ was allocated to intangible assets, $\$ 7,716,000$ was allocated to goodwill and $\$ 3,049,000$ was allocated to property, plant and equipment. The business had sales of about $\$ 4.3$ million in our 2014 fiscal year included in the food service segment.

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In May 2014, we acquired the stock of Philly's Famous Water Ice, Inc. (PHILLY SWIRL). PHILLY SWIRL, located in Tampa, FL, produces frozen novelty products sold primarily to retail supermarket locations throughout the United States and to Canada with annual sales approximating $\$ 25$ million. The allocation of the purchase price of $\$ 17.4$ million is $\$ 4.0$ million to working capital, $\$ 1.2$ million to property, plant and equipment, $\$ 11.1$ million to intangible assets, $\$ 1.8$ million to goodwill, $\$ 4.0$ million to deferred tax assets, $\$ 95,000$ to other assets and $\$ 4.8$ million to deferred tax liabilities. Sales of PHILLY SWIRL from the acquisition date to September 27, 2014 were $\$ 12.6$ million and are included in the retail supermarket segment.

These acquisitions were and will be accounted for under the purchase method of accounting, and their operations are and will be included in the consolidated financial statements from their respective acquisition dates.

The goodwill and intangible assets acquired in the business combinations are recorded at fair value. To measure fair value for such assets, we use techniques including discounted expected future cash flows (Level 3 inputs).

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Note 13 Changes to the components of accumulated other comprehensive loss are as follows:

|  | Three Months Ended <br> March 28, 2015 <br> (unaudited) <br> (in thousands) |  | Six Months Ended <br> March 28, 2015 <br> (unaudited) <br> (in thousands) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unrealized <br> Foreign Holding Currency Loss on TranslatioMarketable Adjustmendscurities | Total | Foreign <br> Currency <br> Translatio <br> Adjustmen | Unrealized <br> Holding <br> Loss on <br> Marketabl <br> entscurities |  | Total |
| Beginning Balance | \$ 6,587$)$ \$ 3,278 | \$ 9,865 | \$ $(4,632)$ | \$ (1,356 |  | \$(5,988 ) |
| Other comprehensive income (loss) before reclassifications | (914 ) 533 | (381 | $(2,869)$ | (1,605 | ) | (4,474 ) |
| Amounts reclassified from accumulated other comprehensive income | - - | - | - | 216 |  | 216 |
| Ending Balance | \$(7,501) \$ (2,745 | ) \$(10,246) | \$(7,501) | \$ (2,745 |  | \$(10,246) |

All amounts are net of tax.

| Three Months Ended | Six Months Ended <br> March 29, 2014 <br> (unaudited) <br> (in thousands) |
| :--- | :--- |
| March 29, 2014 |  |
| Unrealized | (unaudited) <br> (in thousands) |
| Foreign Holding | Unrealized |
| Currency Loss on <br> TranslatioMarketable <br> Adjustmentscurities Total | Foreign Holding <br> Currency Loss on <br> TranslatioMarketable <br> Adjustmestscurities Total |

## Beginning Balance

Other comprehensive income (loss) before reclassifications

Amounts reclassified from accumulated other comprehensive income

Ending Balance

| \$ $(3,807)$ | \$ (1,754 | ) \$(5,561) | \$(3,703) | \$ $(2,227$ | ) \$(5,930) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (172 ) | 914 | 742 | (276 ) | 1,126 | 850 |
| - | 42 | 42 | - | 303 | 303 |
| \$ 3,979$)$ | \$ (798 | ) \$(4,777) | \$ $(3,979)$ | \$ (798 | ) \$(4,777) |

All amounts are net of tax.

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

Liquidity and Capital Resources

Our current cash and cash equivalents balances and cash expected to be provided by future operations are our primary sources of liquidity. We believe that these sources, along with our borrowing capacity, are sufficient to fund future growth and expansion. See Note 11 to these financial statements for a discussion of our investment securities.

The Company's Board of Directors declared a regular quarterly cash dividend of $\$ .36$ per share of its common stock payable on April 2, 2015, to shareholders of record as of the close of business on March 13, 2015.

In our fiscal year ended September 27, 2014, we purchased and retired 81,685 shares of our common stock at a cost of $\$ 7,504,729$. In the three months ended March 28, 2015 we purchased 4,380 shares at a cost of $\$ 443,839$ and in the six months ended March 28, 2015, we purchased 20,544 shares at a cost of $\$ 2,113,580$. On November 8, 2012 the Company's Board of Directors authorized the purchase and retirement of an additional 500,000 shares of the Company's common stock; 241,629 shares remain to be purchased under this authorization.

In the three months ended March 28, 2015 and March 29, 2014 fluctuations in the valuation of the Mexican and Canadian currencies and the resulting translation of the net assets of our Mexican and Canadian subsidiaries caused an increase of $\$ 914,000$ in accumulated other comprehensive loss in the 2015 second quarter and an increase of $\$ 172,000$ accumulated other comprehensive loss in the 2014 second quarter. In the six month period, fluctuations in the valuation of the Mexican and Canadian currencies and the resulting translation of the net assets of our Mexican and Canadian subsidiaries caused an increase of $\$ 2,869,000$ in accumulated other comprehensive loss in the 2015 six month period and an increase of $\$ 276,000$ in accumulated other comprehensive loss in the 2014 six month period.

Our general-purpose bank credit line which expires in December 2016 provides for up to a $\$ 50,000,000$ revolving credit facility. The agreement contains restrictive covenants and requires commitment fees in accordance with standard banking practice. There were no outstanding balances under this facility at March 28, 2015.

## Results of Operations

Net sales increased $\$ 19,687,000$ or $9.6 \%$ to $\$ 225,008,000$ for the three months and $\$ 28,916,000$ or $7.1 \%$ to $\$ 437,760,000$ for the six months ended March 28, 2015 compared to the three and six months ended March 29, 2014. Excluding sales of PHILLY SWIRL, which was acquired in the third quarter of fiscal year 2014, sales increased $\$ 15,110,000$ or $7.3 \%$ for the three months and $\$ 21,974,000$ or $5.4 \%$ for the six months.

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## FOOD SERVICE

Sales to food service customers increased $\$ 6,933,000$ or $5 \%$ in the second quarter to $\$ 145,262,000$ and increased $\$ 11,714,000$ or $4 \%$ for the six months. Soft pretzel sales to the food service market increased $6 \%$ to $\$ 41,099,000$ in the second quarter and increased $5 \%$ to $\$ 81,817,000$ in the six months due to increased sales to school food service and convenience stores and throughout our customer base. Increased sales to two customers accounted for approximately $1 / 3$ of the increase in pretzel sales in the quarter and $50 \%$ in the six months. As in the first quarter, soft pretzel sales to restaurant chains this quarter were approximately the same as a year ago. Frozen juices and ices sales decreased $7 \%$ to $\$ 11,072,000$ in the three months and $4 \%$ to $\$ 19,273,000$ in the six months resulting primarily from lower sales to schools in the quarter and to warehouse club stores in the six months. Churro sales to food service customers increased $9 \%$ to $\$ 14,622,000$ in the second quarter and were up less than $1 \%$ to $\$ 27,589,000$ for the six months which was net of a decline in sales of $\$ 1,994,000$ in the quarter and $\$ 4,092,000$ in the six months to one restaurant chain which discontinued carrying the product in August 2014. Churro sales to other customers increased $28 \%$ in the quarter and $19 \%$ in the six months with four customers accounting for $84 \%$ and $44 \%$ of the increases in the quarter and six months, respectively.

Sales of bakery products increased $\$ 4,622,000$ or $7 \%$ in the second quarter to $\$ 70,791,000$ and $\$ 9,977,000$ or $7 \%$ for the six months as sales increases to two customers and school food service accounted for all of the sales increases both periods.

Sales of new products in the first twelve months since their introduction were approximately $\$ 5.1$ million in this quarter and $\$ 8.9$ million in the six months. Price increases accounted for approximately $\$ 1.2$ million of sales in the quarter and $\$ 4.0$ million in the six months and net volume increases, including new product sales as defined above, accounted for approximately $\$ 5.7$ million of sales in the quarter and $\$ 7.7$ million in the six months.

Operating income in our Food Service segment decreased from $\$ 17,562,000$ to $\$ 15,649,000$ in the quarter and decreased from $\$ 32,713,000$ to $\$ 31,142,000$ in the six months. Continuing declines in sales of handhelds resulting in a loss this quarter, sales shift toward lower margin sales to schools and generally higher manufacturing and operating expenses relative to sales were primary reasons for the lower operating income in food service.

## RETAIL SUPERMARKETS

Sales of products to retail supermarkets increased $\$ 5,483,000$ or $24 \%$ to $\$ 28,533,000$ in the second quarter and increased $\$ 7,706,000$ or $18 \%$ to $\$ 50,920,000$ in the six months. Excluding sales of PHILLY SWIRL, sales were up $4 \%$ for the second quarter and $2 \%$ for the six months. Soft pretzel sales for the second quarter were up $5 \%$ to $\$ 10,829,000$ and were up $4 \%$ to $\$ 20,029,000$ for the six months due primarily to the newly introduced

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SUPERPRETZEL BAVARIAN Soft Pretzel Bread. Sales of frozen juices and ices increased \$5,320,000 or $63 \%$ to $\$ 13,722,000$ in the second quarter and were up $54 \%$ to $\$ 22,877,000$ for the six months. Without PHILLY SWIRL, sales increased $9 \%$ for the second quarter and $7 \%$ for the six months primarily making up last year's drop in sales. Coupon redemption costs, a reduction of sales, increased $35 \%$ or about $\$ 238,000$ for the quarter and increased $46 \%$ to $\$ 2,000,000$ for the six months. Handheld sales to retail supermarket customers decreased $5 \%$ to $\$ 4,569,000$ in the quarter and decreased $6 \%$ to $\$ 9,448,000$ for the six months with sales decreases to two customers accounting for all of the decrease.

Sales of new products in the second quarter were approximately $\$ 580,000$ and were $\$ 1.0$ million for the six months Price increases accounted for approximately $\$ 350,000$ of sales in the quarter and $\$ 550,000$ in the six months and net volume increases including new product sales as defined above and PHILLY SWIRL sales and net of increased coupon costs, accounted for approximately $\$ 5.1$ million of the sales increase in this quarter and $\$ 7.2$ million in the six months. Operating income in our Retail Supermarkets segment decreased from $\$ 2,602,000$ to $\$ 2,535,000$ in the quarter and from $\$ 4,566,000$ to $\$ 3,201,000$ in the six months primarily because of an operating loss of $\$ 714,000$ by PHILLY SWIRL in the six months due to seasonality, higher coupon expense and advertising expenses to support our SUPERPRETZEL soft pretzel products.

## FROZEN BEVERAGES

Frozen beverage and related product sales increased $17 \%$ to $\$ 51,213,000$ in the second quarter and increased $11 \%$ to $\$ 98,017,000$ in the six month period. Beverage related sales alone were up $8 \%$ to $\$ 28,778,000$ in the second quarter and were up $5 \%$ to $\$ 54,288,000$ in the six month period. Gallon sales were up $10 \%$ for the three months and were up $6 \%$ for the six month period. Higher sales to movie theaters accounted for about half of the gallons' increase in both periods. Service revenue increased $20 \%$ to $\$ 15,723,000$ in the second quarter and increased $16 \%$ to $\$ 31,033,000$ for the six month period with sales increases and decreases spread throughout our customer base.

Sales of beverage machines, which tend to fluctuate from year to year while following no specific trend, were $\$ 2,569,000$ or $68 \%$ higher in the second quarter and were $\$ 2,793,000$ or $30 \%$ higher in the six month period. The approximate number of company owned frozen beverage dispensers was 51,000 and 49,100 at March 28, 2015 and September 27, 2014, respectively. Operating income in our Frozen Beverage segment was $\$ 3,621,000$ in this quarter and $\$ 4,072,000$ for the six months compared to $\$ 168,000$ and $\$ 1,024,000$ in last years' periods, respectively, due primarily to higher sales in all areas of the business. Group health insurance costs were lower by about $\$ 450,000$ in the quarter and $\$ 100,000$ in the six months compared to last year due primarily to an unusually high level of medical claims under our self-insured group health insurance program in last year's second quarter.

## CONSOLIDATED

Gross profit as a percentage of sales was $29.75 \%$ in the three month period this year and $29.76 \%$ last year. For the six month period, gross profit as a percentage of sales decreased to $29.25 \%$ from $29.60 \%$ a year ago. For the quarter and six months, gross profit margins benefited from the improved performance of our frozen beverages business and to a lesser extent slightly higher gross profit margins in our retail supermarkets business. Gross profit margins were lower in our food service segment because of increased lower margin school food service sales, a sharp decline in sales and gross margins in our handhelds business and higher labor cost and manufacturing expenses relative to sales.

Total operating expenses increased $\$ 4,364,000$ in the second quarter and as a percentage of sales increased from $19.86 \%$ percent to $20.06 \%$. For the first half, operating expenses increased $\$ 6,920,000$, and as a percentage of sales increased from $20.2 \%$ to $20.5 \%$. Marketing expenses increased from $8.5 \%$ to $8.9 \%$ of sales in the quarter and increased from $8.7 \%$ to $9.0 \%$ of sales in the six months. Roughly $1 / 2$ of the percentage increase in marketing expenses was from increased advertising efforts to support our retail SUPERPRETZEL products. Distribution expenses were $7.8 \%$ of sales in this year's quarter and were $8.0 \%$ of sales in last year's quarter, and were $8.0 \%$ in this year's six month period and $7.9 \%$ of sales last years' six month period. Administrative expenses were $3.3 \%$ of sales this quarter and $3.4 \%$ for the six month period as compared to $3.3 \%$ of sales last year in the second quarter and $3.4 \%$ for the six months.

Operating income increased $\$ 1,473,000$ or $7 \%$ to $\$ 21,805,000$ in the second quarter and increased $\$ 112,000$ to $\$ 38,415,000$ in the first half as a result of the aforementioned items.

Investment income increased by $\$ 302,000$ and $\$ 418,000$ in the second quarter and six months, respectively, due primarily to increased investments of marketable securities. We have investments of $\$ 114.5$ million in mutual funds that seek current income with an emphasis on maintaining low volatility and overall moderate duration. We estimate the annual yield from these funds to approximate $3.5 \%$. The mutual funds have unrealized losses of $\$ 3.1$ million which may be realized if sold in the future.

We invested $\$ 13.1$ million during the first six months in Fixed-to-Floating Perpetual Preferred Stock which generates fixed income to call dates in 2018, 2019 and 2025 and then income is based on a spread above LIBOR if the securities are not called. We estimate the annual yield from these investments to approximate $5.0 \%$. The mutual funds and the Fixed-to-Floating Perpetual Preferred Stock investment securities do not have contractual maturities; however, we classify them as long term assets as it is our intent to hold them for a period of over one year, although we may sell some or all of them depending on presently unanticipated needs for liquidity or market conditions.

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The effective income tax rate has been estimated at $36.5 \%$ and $36.5 \%$ for the quarter this year and last year, respectively and $36.8 \%$ and $35.7 \%$ for the six months this year and last year, respectively. We are estimating an effective income tax rate of approximately $36.5 \%$ for the year. Last year's six months benefited from a tax reduction because of changes in estimates related to a prior year.

Net earnings increased $\$ 1,116,000$ or $8 \%$ in the current three month period to $\$ 14,637,000$ and was $\$ 25,893,000$ for the six months this year compared to $\$ 25,947,000$ for the six month period last year.

There are many factors which can impact our net earnings from year to year and in the long run, among which are the supply and cost of raw materials and labor, insurance costs, factors impacting sales as noted above, the continuing consolidation of our customers, our ability to manage our manufacturing, marketing and distribution activities, our ability to make and integrate acquisitions and changes in tax laws and interest rates.

Item 3. Quantitative and Qualitative Disclosures About Market Risk

There has been no material change in the Company's assessment of its sensitivity to market risk since its presentation set forth, in item 7a. "Quantitative and Qualitative Disclosures About Market Risk," in its 2014 annual report on Form $10-\mathrm{K}$ filed with the SEC.

Item 4. Controls and Procedures

The Chief Executive Officer and the Chief Financial Officer of the Company (its principal executive officer and principal financial officer, respectively) have concluded, based on their evaluation as of March 28, 2015, that the Company's disclosure controls and procedures are effective to ensure that information required to be disclosed by the Company in the reports filed or submitted by it under the Securities Exchange Act of 1934, as amended, is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms, and include controls and procedures designed to ensure that information required to be disclosed by the Company in such reports is accumulated and communicated to the Company's management, including the Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure.

There has been no change in the Company's internal control over financial reporting during the quarter ended March 28,2015 , that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

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## PART II. OTHER INFORMATION

Item 6. Exhibits

Exhibit No.

## 31.1 \& Certification Pursuant to Section 302 of

31.2 the Sarbanes-Oxley Act of 2002
99.5 \& Certification Pursuant to the 18 U.S.C.
99.6 Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

The following financial information from J\&J Snack
101.1 Foods Corp.'s Quarterly Report on Form 10-Q for the quarter ended March 28, 2015, formatted in XBRL (extensible Business Reporting Language):
(i) Consolidated Balance Sheets,
(ii) Consolidated Statements of Earnings,
(iii) Consolidated Statements of Comprehensive Income,
(iv) Consolidated Statements of Cash Flows and
(v) the Notes to the Consolidated Financial Statements

## 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.

## J \& J SNACK FOODS <br> CORP.

Dated: April 27, 2015 /s/ Gerald B. Shreiber
Gerald B. Shreiber
Chairman of the Board, President, Chief Executive Officer and Director (Principal Executive Officer)

Dated: April 27, 2015 /s/ Dennis G. Moore
Dennis G. Moore, Senior Vice
President, Chief Financial
Officer and Director
(Principal Financial Officer)
(Principal Accounting Officer)

