

PAPA JOHN'S ANNOUNCES SECOND QUARTER 2013 RESULTS

EPS Increased 30.5% on Strong Comparable Sales; Board Approves Quarterly Dividend

Louisville, Kentucky (August 6, 2013) – Papa John's International, Inc. (NASDAQ: PZZA) today announced financial results for the three and six months ended June 30, 2013.

Highlights

- Second quarter diluted earnings per share of \$0.77 in 2013 compared to \$0.59 in 2012
- System-wide comparable sales increases of 3.4% for North America and 6.8% for international during the quarter
- 1,000th international restaurant opening; 55 worldwide net unit openings during the quarter
- 2013 earnings guidance updated to a range of \$2.92 to \$3.00 per diluted share, from prior guidance of \$2.90 to \$3.00 per diluted share
- Board declares regular quarterly cash dividend of \$0.25 per share and increases share repurchase authorization

"Our commitment to delivering a quality product around the globe continues to pay off, with excellent financial performance, a top ranking by the prestigious American Customer Satisfaction Index for the 12th time in 14 years, and the milestone opening of the 1,000th international Papa John's restaurant," said Papa John's Founder, Chairman and Chief Executive Officer John Schnatter. "I am also pleased to announce a quarterly dividend. The combination of share repurchases and quarterly dividends reflects the strength of our brand and our long term commitment to deliver increasing shareholder value."

Second quarter 2013 revenues were \$349.2 million, a 9.6% increase from second quarter 2012 revenues of \$318.6 million. Second quarter 2013 net income was \$17.2 million, compared to second quarter 2012 net income of \$14.3 million (\$17.0 million and \$14.1 million, for the second quarter of 2013 and 2012, respectively, excluding the impact of the previously disclosed 2012 Incentive Contribution). Second quarter 2013 diluted earnings per share were \$0.77 compared to second quarter 2012 diluted earnings

per share of \$0.59 (\$0.76 for the second quarter of 2013 and \$0.59 for the second quarter of 2012, excluding the impact of the 2012 Incentive Contribution).

Revenues were \$704.8 million for the six months ended June 30, 2013, an 8.5% increase from revenues of \$649.9 million for the same period in 2012. Net income was \$36.5 million for the six months ended June 30, 2013, compared to \$31.3 million for the same period in 2012 (\$36.1 million and \$33.5 million, for the six-month periods in 2013 and 2012, respectively, excluding the impact of the previously disclosed 2012 Incentive Contribution). Diluted earnings per share were \$1.62 for the six months ended June 30, 2013, compared to \$1.29 for the same period in 2012 (\$1.60 and \$1.38, for the six-month periods in 2013 and 2012, respectively, excluding the impact of the 2012 Incentive Contribution).

Global Restaurant and Comparable Sales Information

	Three Mon	ths Ended	Six Months Ended			
	June 30, 2013	June 24, 2012	June 30, 2013	June 24, 2012		
Global restaurant sales growth (a)	7.2%	9.8%	6.6%	7.9%		
Global restaurant sales growth, excluding the impact of foreign currency (a)	7.6%	10.4%	7.0%	8.3%		
Comparable sales growth (b)						
Domestic company-owned restaurants	6.0%	7.4%	4.9%	5.1%		
North America franchised restaurants	2.6%	5.1%	1.7%	2.7%		
System-wide North America restaurants	3.4%	5.7%	2.5%	3.3%		
System-wide international restaurants	6.8%	6.1%	7.5%	7.2%		

- (a) Includes both company-owned and franchised restaurant sales.
- (b) Represents the change in year-over-year sales for the same base of restaurants for the same fiscal periods. Comparable sales results for restaurants operating outside of the United States are reported on a constant dollar basis, which excludes the impact of foreign currency conversion.

Management believes global restaurant and comparable sales growth information, as defined in the table above, is useful in analyzing our results since our franchisees pay royalties that are based on a percentage of franchise sales. Franchise sales generate commissary revenue in the United States and in certain international markets. Global restaurant and comparable sales growth information is also useful in analyzing industry trends and the strength of our brand. Franchise restaurant sales are not included in company revenues.

Revenue and Operating Highlights

All revenues and operating highlights below are compared to the same period of the prior year, unless otherwise noted.

Revenues

Consolidated revenues increased \$30.6 million, or 9.6%, for the second quarter of 2013 and increased \$54.9 million, or 8.5%, for the six months ended June 30, 2013. The increases in revenues were primarily due to the following:

- Domestic company-owned restaurant sales increased \$11.6 million, or 8.1%, and \$25.7 million, or 8.9%, for the three and six months, respectively, primarily due to increases in comparable sales of 6.0% and 4.9% and the net acquisition of 50 restaurants in the Denver and Minneapolis markets from a franchisee in the second quarter of 2012.
- North America franchise royalty revenue increased \$1.1 million, or 5.9%, and \$1.3 million, or 3.4%, for the three and six months, respectively, primarily due to increases in comparable sales of 2.6% and 1.7% and increases in net franchise units over the prior year. These increases were partially offset by reduced royalties attributable to the company's net acquisition of the 50 restaurants noted above.
- Domestic commissary sales increased \$13.4 million, or 10.6%, and \$19.7 million, or 7.5%, for the three and six months, respectively, primarily due to increases in sales volumes as well as increases in the prices of commodities.
- International revenues increased \$3.8 million, or 21.6%, and \$6.8 million, or 19.9%, for the three and six months, respectively, primarily due to increases in the number of restaurants and increases in comparable sales of 6.8% and 7.5%, calculated on a constant dollar basis.

Operating Highlights

The table below summarizes income before income taxes on a reporting segment basis, excluding the Incentive Contribution:

	Three Months Ended				Six Months Ended						
(In thousands)	J	June 30, 2013	J	une 24, 2012	ncrease ecrease)	J	June 30, 2013		June 24, 2012		ncrease ecrease)
Domestic company-owned restaurants Less: Incentive Contribution (a)	\$	8,175	\$	9,358 -	\$ (1,183)	\$	19,131 -	\$	21,679 1,029	\$	(2,548) (1,029)
Domestic company-owned restaurants, excluding Incentive Contribution		8,175		9,358	(1,183)		19,131		20,650		(1,519)
Domestic commissaries North America franchising		9,642 17,396		7,978 16,619	1,664 777		19,805 35,618		19,144 34,759		661 859
International		866		320	546		1,207		592		615
All others Unallocated corporate expenses		1,153 (10,413)		471 (10,799)	682 386		1,812 (19,931)		866 (25,583)		946 5,652
Less: Incentive Contribution (a) Unallocated corporate expenses,		250		250	-		500		(4,500)		5,000
excluding Incentive Contribution		(10,663)		(11,049)	386		(20,431)		(21,083)		652
Elimination of intersegment profits		(211)		(481)	270		(737)		(471)		(266)
Total income before income taxes, excluding Incentive Contribution (a)	\$	26,358	\$	23,216	\$ 3,142	\$	56,405	\$	54,457	\$	1,948

(a) Income before income taxes and other financial measures excluding the Incentive Contribution are non-GAAP financial measures. See Marketing Incentive Contribution table below for additional details and a reconciliation to our GAAP financial measures.

Second quarter 2013 income before income taxes increased approximately \$3.1 million, or 13.5%, excluding the Incentive Contribution, primarily due to the following:

- Domestic commissaries increased primarily due to the increase in net restaurants and comparable sales as well as a higher gross margin. We manage commissary results on a full year basis and anticipate the 2013 full year margin will approximate 2012.
- North America franchising increased primarily due to the increase in net restaurants and comparable sales.
- International increased primarily due to the increase in net restaurants and comparable sales results and an improvement in our United Kingdom results.
- All others increased due to an improvement in our online operating results due to higher online sales volumes.

These increases were partially offset by a decrease in income before income taxes at our domestic company-owned restaurants primarily due to higher commodity costs, somewhat offset by incremental profits associated with higher comparable sales of 6.0%.

The increase in income before income taxes for the six months ended June 30, 2013 of \$1.9 million, or 3.6%, excluding the Incentive Contribution, was primarily due to the same reasons noted above.

The effective income tax rates were 32.2% and 32.6% for the three and six months ended June 30, 2013, representing decreases of 1.9% and 1.2% from the prior year rates. The lower tax rates were due to the settlement or resolution of specific state issues in 2013. Additionally, the rate for the six months ended June 30, 2013 reflected the reinstatement of certain 2012 tax credits under the American Taxpayer Relief Act of 2012.

The company's free cash flow, a non-GAAP financial measure, for the first six months of 2013 and 2012 was as follows (in thousands):

	Six Month	Six Months Ended					
	June 30, 2013	June 24, 2012					
Net cash provided by operating activities (a) Purchase of property and equipment (b) Free cash flow	\$ 47,232 (25,493) \$ 21,739	\$ 65,162 (15,046) \$ 50,116					

- (a) The decrease of approximately \$17.9 million was primarily due to unfavorable changes in working capital, including the timing of income tax and other payments, partially offset by an increase in net income.
- (b) The increased purchases of property and equipment primarily relate to expenditures on equipment for the New Jersey dough production as well as technology investments.

We define free cash flow as net cash provided by operating activities (from the consolidated statements of cash flows) less the purchase of property and equipment. We view free cash flow as an important measure because it is a factor that management uses in determining the amount of cash available for discretionary investment. Free cash flow is not a term defined by GAAP and as a result our measure of free cash flow might not be comparable to similarly titled measures used by other companies. Free cash flow should not be construed as a substitute for or a better indicator of the company's performance than the company's GAAP measures.

See the Management's Discussion and Analysis of Financial Condition and Results of Operations section of our Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission for additional information concerning our operating results and cash flow for the three- and six-month periods ended June 30, 2013.

Global Restaurant Unit Data

At June 30, 2013, there were 4,252 Papa John's restaurants operating in all 50 states and in 34 countries, as follows:

	Domestic	Franchised			
	Company-	North	Total North		
	owned	America	America	International	System-wide
Second Quarter					
Beginning - March 31, 2013	649	2,572	3,221	976	4,197
Opened	5	32	37	44	81
Closed		(16)	(16)	(10)	(26)
Ending - June 30, 2013	654	2,588	3,242	1,010	4,252
Year-to-date					
Beginning - December 30, 2012	648	2,556	3,204	959	4,163
Opened	6	63	69	72	141
Closed	_	(31)	(31)	(21)	(52)
Ending - June 30, 2013	654	2,588	3,242	1,010	4,252
Restaurant unit growth	6	32	38	51	89
% increase	0.9%	1.3%	1.2%	5.3%	2.1%

Our development pipeline as of June 30, 2013 included approximately 1,350 restaurants (300 units in North America and 1,050 units internationally), the majority of which are scheduled to open over the next six years.

Marketing Incentive Contribution

The following table reconciles our GAAP financial results to our results excluding the Incentive Contribution for the three and six months ended June 30, 2013 versus the same periods in 2012:

	Three Months Ended			Six Months Ended				
	June 30,		June 24,		June 30,		Jı	ine 24,
(In thousands, except per share amounts)	2013		2012		2013			2012
Income before income taxes, as reported	\$	26,608	\$	23,466	\$	56,905	\$	50,986
Incentive Contribution (a)		(250)		(250)		(500)		3,471
Income before income taxes, excluding								
Incentive Contribution	\$	26,358	\$	23,216	\$	56,405	\$	54,457
Net income, as reported	\$	17,150	\$	14,289	\$	36,456	\$	31,270
Incentive Contribution (a)		(164)		(164)		(329)		2,275
Net income, excluding Incentive								
Contribution	\$	16,986	\$	14,125	\$	36,127	\$	33,545
Earnings per diluted share, as reported	\$	0.77	\$	0.59	\$	1.62	\$	1.29
Incentive Contribution (a)		(0.01)		_		(0.02)		0.09
Earnings per diluted share, excluding								
Incentive Contribution	\$	0.76	\$	0.59	\$	1.60	\$	1.38

(a) As previously disclosed, in connection with a 2012 multi-year supplier agreement, the Company received a \$5.0 million supplier marketing payment in the first quarter of 2012. The Company is recognizing the supplier marketing payment evenly as income over the five-year term of the agreement (\$250,000 per quarter). In 2012, the Company contributed the supplier marketing payment to the Papa John's Marketing Fund ("PJMF"), an unconsolidated, non-profit corporation, for the benefit of domestic restaurants. The Company's contribution to PJMF was fully expensed in the first quarter of 2012. PJMF elected to distribute the \$5.0 million supplier marketing payment to the domestic system as advertising credits in the first quarter of 2012. Our domestic company-owned restaurants' portion resulted in an increase in income before income taxes of approximately \$1.0 million in the first quarter of 2012. These transactions together are referred to as the "Incentive Contribution."

The results shown in the table above and elsewhere in this press release, which exclude the Incentive Contribution, are not measures defined by accounting principles generally accepted in the United States ("GAAP"). These non-GAAP measures should not be construed as a substitute for or a better indicator of the company's performance than the company's GAAP results. Management believes presenting the financial

information excluding the impact of the Incentive Contribution is important for purposes of comparison to prior year results. In addition, management uses these non-GAAP measures to allocate resources, and analyze trends and underlying operating performance. Annual cash bonuses, and certain long-term incentive programs for various levels of management, were based on financial measures that excluded the Incentive Contribution.

Share Repurchase Activity

The Company's Board of Directors approved a \$25 million increase in the amount of common stock that may be purchased under the Company's share repurchase program through March 30, 2014. Approximately \$80.1 million remains available under the Company's share repurchase program as of August 2, 2013.

The following table reflects our repurchases for the three and six months ended June 30, 2013 and subsequent repurchases through August 2, 2013 (in thousands):

	Number	
Period	of Shares	Cost
Three Months Ended June 30, 2013	429	\$ 26,684
Six Months Ended June 30, 2013	978	\$ 58,806
July 1, 2013 through August 2, 2013	23	\$ 1,503

There were 22.3 million and 22.5 million diluted weighted average shares outstanding for the three and six months ended June 30, 2013, representing decreases of 7.7% and 7.1% over the prior year comparable periods. Diluted earnings per share increased \$0.06 and \$0.12 for the three and six months ended June 30, 2013 due to the reduction in shares outstanding resulting from the share repurchase program. Approximately 21.6 million actual shares of the company's common stock were outstanding as of June 30, 2013.

Quarterly Regular Dividend Announced

The company announced that its Board of Directors approved the initiation of quarterly cash dividends to its shareholders. A quarterly dividend of \$0.25 per common share will be paid on September 20, 2013 to shareholders of record as of the close of business on September 6, 2013. This is the first cash dividend paid to shareholders in the company's history. While future dividends will be subject to Board declaration, the company is initially targeting a dividend payout of \$0.25 per quarter.

2013 Guidance Update

The company updated its 2013 guidance as follows:

	Updated Guidance	Previous Guidance
Diluted earnings per share	\$2.92 to \$3.00	\$2.90 to \$3.00
Capital expenditures	\$50 to \$55 million	\$55 to \$60 million

The company reaffirmed all other guidance.

Conference Call

A conference call is scheduled for August 7, 2013 at 10:00 a.m. Eastern Time to review our second quarter 2013 earnings results. The call can be accessed from the company's web page at www.papajohns.com in a listen-only mode, or dial 877-312-8816 (U.S. and Canada) or 253-237-1189 (international). The conference call will be available for replay, including by downloadable podcast, from the company's web site at www.papajohns.com. The Conference ID is 45274568.

Forward-Looking Statements

Certain matters discussed in this press release constitute forward-looking statements within the meaning of the federal securities laws. Generally, the use of words such as "expect," "estimate," "believe," "anticipate," "will," "forecast," "plan," "project," or similar words identify forward-looking statements that we intend to be included within the safe harbor protections provided by the federal securities laws. Such forward-looking statements may relate to projections or guidance concerning business performance, revenue, earnings, contingent liabilities, resolution of litigation, commodity costs, profit margins, unit growth, capital expenditures, and other financial and operational measures. Such statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions, which are difficult to predict and many of which are beyond our control. Therefore, actual outcomes and results may differ materially from those matters expressed or implied in such forward-looking statements. The risks, uncertainties and assumptions that are involved in our forward-looking statements include, but are not limited to:

- aggressive changes in pricing or other marketing or promotional strategies by competitors which may adversely affect sales; and new product and concept developments by food industry competitors;
- changes in consumer preferences and adverse general economic and political conditions, including increasing tax rates, and their resulting impact on consumer buying habits;
- the impact that product recalls, food quality or safety issues, and general public health concerns could have on our restaurants;

- failure to maintain our brand strength and quality reputation;
- the ability of the Company and its franchisees to meet planned growth targets and operate new and existing restaurants profitably, which could be impacted by challenges securing financing, finding suitable store locations or securing required domestic or foreign government permits and approvals;
- increases in or sustained high costs of food ingredients and other commodities;
- disruption of our supply chain or our commissary operations due to sole or limited source of suppliers or weather, drought, disease or other disruption beyond our control:
- increased risks associated with our international operations, including economic and political conditions in our international markets and difficulty in meeting planned sales targets and new store growth for our international operations;
- increased employee compensation, benefits, insurance, regulatory compliance and similar costs, including increased costs resulting from federal health care legislation;
- the credit performance of our franchise loan program;
- the impact of the resolution of current or future claims and litigation, and current or proposed legislation impacting our business;
- currency exchange or interest rates;
- failure to effectively execute succession planning, and our reliance on the services of our Founder and CEO who also serves as our brand spokesperson; and
- disruption of critical business or information technology systems, and risks associated with security breaches, including theft of company and customer information.

These and other risk factors are discussed in detail in "Part I. Item 1A. - Risk Factors" of the Annual Report on Form 10-K for the fiscal year ended December 30, 2012. We undertake no obligation to update publicly any forward-looking statements, whether as a result of future events, new information or otherwise.

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For more information about the Company, please visit www.papajohns.com

Contact:

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Papa John's International, Inc. and Subsidiaries Consolidated Statements of Income

	Three Months Ended				Six Months Ended				
	Jun	ne 30, 2013		June 24, 2012	June 30, 2013			une 24, 2012	
	(U:	naudited)		(Unaudited)	(U	naudited)	(Unaudited)	
(In thousands, except per share amounts)	•	•			,	ŕ		ŕ	
Revenues:									
North America:									
Domestic Company-owned restaurant sales	\$	155,153	\$	143,527	\$	313,051	\$	287,342	
Franchise royalties		20,230		19,101		40,963		39,619	
Franchise and development fees		219		206		765		428	
Domestic commissary sales		140,003		126,593		283,897		264,203	
Other sales		12,444		11,771		25,051		24,029	
International:									
Royalties and franchise and development fees		5,391		4,701		10,458		9,187	
Restaurant and commissary sales		15,746		12,680		30,605		25,047	
Total revenues		349,186		318,579		704,790		649,855	
Costs and expenses:									
Domestic Company-owned restaurant expenses:									
Cost of sales		37,825		32,881		74,898		65,337	
Salaries and benefits		42,053		39,839		85,325		78,652	
Advertising and related costs		14,677		13,278		29,470		25,977	
Occupancy costs		8,939		8,619		17,650		16,517	
Other operating expenses		22,431		20,830		45,176		41,248	
Total domestic Company-owned restaurant expenses		125,925		115,447		252,519		227,731	
Domestic commissary and other expenses:									
Cost of sales		114.045		104.412		231.823		217,250	
Salaries and benefits		10,264		9,218		20,331		18,221	
Other operating expenses		15,768		13,498		31,775		27,804	
Total domestic commissary and other expenses		140.077		127.128		283,929		263,275	
Total domestic commissary and other expenses		140,077		127,128		203,929		203,273	
International operating expenses		12,983		10,975		25,636		21,367	
General and administrative expenses		33,126		31,463		66,284		63,059	
Other general expenses		1,597		1,135		2,782		6,809	
Depreciation and amortization		8,530		8,104		17,067		16,031	
Total costs and expenses		322,238		294,252		648,217		598,272	
Operating income		26,948		24,327		56,573		51,583	
Net interest (expense) income		(340)		(861)		332		(597)	
Income before income taxes		26,608		23,466		56,905		50,986	
Income tax expense		8,563		8,005		18,541		17,218	
Net income, including redeemable noncontrolling interests		18,045		15,461		38,364		33,768	
Income attributable to redeemable noncontrolling interests		(895)		(1,172)		(1,908)		(2,498)	
Net income, net of redeemable noncontrolling interests	\$	17,150	\$	14,289	\$	36,456	\$	31,270	
Basic earnings per common share	\$	0.79	\$	0.60	\$	1.66	\$	1.31	
Earnings per common share - assuming dilution	•	0.77	\$	0.59	\$	1.62	\$	1.29	
Lamings per common snare - assuming unution	Ф	0.77	φ	0.39	Ф	1.02	Ф	1.29	
Basic weighted average shares outstanding		21,742		23,733		21,998		23,893	
Diluted weighted average shares outstanding		22,250		24,112		22,543		24,270	
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Papa John's International, Inc. and Subsidiaries Condensed Consolidated Balance Sheets

(In thousands)	une 30, 2013 naudited)	December 30, 2012 (Note)		
Assets				
Current assets:				
Cash and cash equivalents	\$ 28,236	\$	16,396	
Accounts receivable, net	43,235		44,647	
Notes receivable	3,440		4,577	
Inventories	21,722		22,178	
Deferred income taxes	7,715		10,279	
Prepaid expenses and other current assets	 18,586		20,549	
Total current assets	 122,934		118,626	
Property and equipment, net	201,942		196,661	
Notes receivable, less current portion, net	13,839		12,536	
Goodwill	78,088		78,958	
Other assets	32,675		31,627	
Total assets	\$ 449,478	\$	438,408	
Liabilities and stockholders' equity				
Current liabilities:				
Accounts payable	\$ 28,728	\$	32,624	
Income and other taxes payable	1,407		10,429	
Accrued expenses and other current liabilities	 51,950		60,528	
Total current liabilities	82,085		103,581	
Deferred revenue	6,736		7,329	
Long-term debt	133,241		88,258	
Deferred income taxes	11,955		10,672	
Other long-term liabilities	40,858		40,674	
Total liabilities	274,875		250,514	
Redeemable noncontrolling interests	6,846		6,380	
Total stockholders' equity	167,757		181,514	
Total liabilities, redeemable noncontrolling interests and stockholders' equity	\$ 449,478	\$	438,408	

Note: The Condensed Consolidated Balance Sheets have been derived from the audited consolidated financial statements, but do not include all information and footnotes required by accounting principles generally accepted in the United States for a complete set of financial statements.

Papa John's International, Inc. and Subsidiaries Consolidated Statements of Cash Flows

	Six Months Ended				
(In thousands)	June	30, 2013	June 24, 2012		
		audited)		audited)	
Operating activities	`	•	`	,	
Net income, including redeemable noncontrolling interests	\$	38,364	\$	33,768	
Adjustments to reconcile net income to net cash provided by					
operating activities:					
Provision for uncollectible accounts and notes receivable		780		719	
Depreciation and amortization		17,067		16,031	
Deferred income taxes		8,256		1,797	
Stock-based compensation expense		3,784		3,218	
Excess tax benefit on equity awards		(3,803)		(1,471)	
Other		694		2,872	
Changes in operating assets and liabilities, net of acquisitions:					
Accounts receivable		496		(75)	
Inventories		456		533	
Prepaid expenses and other current assets		1,963		417	
Other assets and liabilities		(1,954)		756	
Accounts payable		(3,896)		(587)	
Income and other taxes payable		(9,022)		75	
Accrued expenses and other current liabilities		(5,870)		3,297	
Deferred revenue		(83)		3,812	
Net cash provided by operating activities	-	47,232	-	65,162	
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Investing activities					
Purchases of property and equipment		(25,493)		(15,046)	
Loans issued		(3,103)		(1,206)	
Repayments of loans issued		2,908		1,730	
Acquisitions, net of cash acquired		-		(5,908)	
Proceeds from divestitures of restaurants		-		948	
Other		319		(4)	
Net cash used in investing activities		(25,369)		(19,486)	
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Financing activities					
Net proceeds (repayments) on line of credit facility		44,983		(1,489)	
Excess tax benefit on equity awards		3,803		1,471	
Tax payments for restricted stock issuances		(1,841)		(822)	
Proceeds from exercise of stock options		3,696		10,400	
Acquisition of Company common stock		(58,806)		(38,728)	
Contributions from redeemable noncontrolling interest holders		450		_	
Distributions to redeemable noncontrolling interest holders		(1,750)		(1,930)	
Other		(468)		125	
Net cash used in financing activities		(9,933)		(30,973)	
Effect of exchange rate changes on cash and cash equivalents		(90)		(20)	
Change in cash and cash equivalents		11,840		14,683	
Cash and cash equivalents Cash and cash equivalents at beginning of period		16,396		18,942	
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Cash and cash equivalents at end of period	\$	28,236	\$	33,625	