# A&P has filed for bankruptcy protection... let's see what the history shows!

# The Great Atlantic & Pacific Tea Company

2 Paragon Drive Phone: (201) 573-9700 Montvale, NJ 07645 United States Ticker: GAP

Filed for Bankruptcy on 12/12/2010

Case #10-24549, filed in the U.S. Bankruptcy Court for the Southern District of New York

#### Latest Financial Statements as of 9/11/2010

#### **Business Summary**

The Great Atlantic & Pacific Tea Company, Inc. (A&P) is engaged in the retail food business. The Company operated 429 stores averaging approximately 42,200 square feet per store as of February 27, 2010. Operating under the trade names A&P, Super Fresh, Waldbaum's, Super Foodmart, Food Basics, The Food Emporium, Best Cellars, Best Cellars at A&P, Pathmark and Pathmark Sav-A-Center, the Company sells groceries, meats, fresh produce and other items commonly offered in supermarkets. In addition, many of the Company's stores offers bakeries, delicatessens, pharmacies, floral departments, fresh seafood and cheese departments and on-site banking. In support of its retail operations, the Company sells private label products in its stores under other brand names of the Company, which include, without limitation, America's Choice, America's Choice Gold, Hartford Reserve, Smart Price, Green Way, Via Roma, Master Choice and Live Better Wellness.

(Source: 10-K)

Employees: 13,950 (as of 2/27/2010) Federal Tax Id: 131890974

#### **Credit Scores**

FRISK® Score 1	12/12/2010
Probability of bankru ra	tcy 10.34% - ge: 50.00%
Z" Score -4.2	(Fiscal danger) 9/11/2010

**Auditor Information** 

Last Audit: 2/27/2010

Auditors: PricewaterhouseCoopers

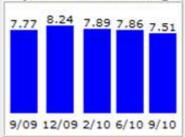
LLP

Opinion: Unqualified

#### Agency Credit Ratings

Rating Agency	Long Term Rating	Outlook	Short Term Rating	Watch
Moody's	Caa2	Negative	SGL-4	OFF
S&P	CC	NEGATIVE	NR	NM

#### Days Sales Outstanding



#### Second Quarter and Year-to-Date Results

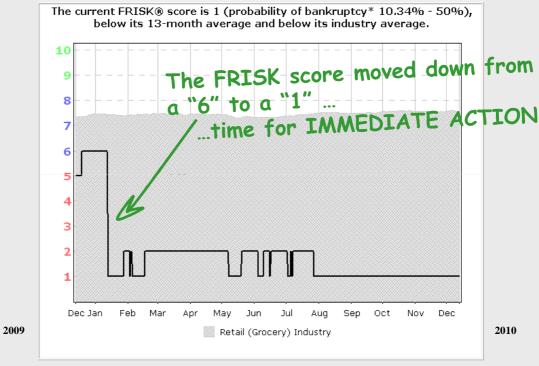
Sales for the 12 weeks ended 9/11/2010 decreased 7.11% to \$1.92 billion from last year's comparable period amount of \$2.07 billion. Sales for the 28 weeks ended 9/11/2010 decreased 7.66% to \$4.48 billion from \$4.86 billion for the same period last year.

Gross profit margin decreased 9.73% for the period to \$562.71 million (29.33% of revenues) from \$623.36 million (30.19% of revenues) for the same period last year. Gross profit margin decreased 9.65% for the year-to-date period to \$1.33 billion (29.59% of revenues) from \$1.47 billion (30.24% of revenues) for the comparable 28 week period last year.

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	FRISK®	Probability of bankruptcy within 12 months				
	LK12K.	From	То			
Best	10	0.00%	0.11%			
	9	0.11%	0.23%			
	8	0.23%	0.38%			
	7	0.38%	0.54%			
	6	0.54%	1.05%			
	5	1.05%	1.74%			
	4	1.74%	3.15%			
	3	3.15%	5.05%			
	2	5.05%	10.34%			
Worst	1	10.34%	50.00%			

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## ...plus, looking at our News Alerts you would have seen...

	#	Date	Source	Headline	Files Chapter 11
	1	12/12/2010	Business Wire	A&P Files for Chapter 11 Reorganization to Operational Restructuring	Facilitate Financial and
	.2	12/10/2010	CRMZ News Service	A&P on Brink of Chapter 11	Rumors of Ch.11
Ratings	3	12/10/2010	CRMZ News Service	Shares of A&P Plunge on Bankruptcy Talk	of cirecis
Downgrades	4	12/2/2010	CRMZ News Service	GREAT ATLANTIC & PACIFIC TEA CO INC FILE Change in Directors or Principal Officers	ES (8-K) Disclosing
	6	11/9/2010	Business Wire	The Great Atlantic & Pacific Tea Company, I Million Sale-Leaseback Transaction	nc. Announces \$89.8 Selling of to raise
	7	11/2/2010	Business Wire	The Great Atlantic & Pacific Tea Company, I of Seven Connecticut Stores	nc, Completes the Sale
//	1/8	10/28/2010	CRMZ News	The Great Atlantic & Pacific Tea Company available	1
\	9	70/26/2010	CRMZ News Service	A&P To Seal Loan In Coming Weeks, Buying	Time For Turnaround Hopes
	33	10/21/2010	Business Wire	The Great Atlantic & Pacific Tea Company, I Turnaround Plan and Announces Second Qu	
	24	10/4/2010	CRMZ News Service	A&P Races Against The Clock As Debt Matur	Hope
	17	9/2/2000	CRMZ News	A&P Mulls Selling Food Emporium Chain	/ merge '
ales fall, and sses widen.	18	8/27/2010	CAMZ News Service	GREAT ATLANTIC & PACIFIC TEA CO INC FILE	/ / ompan
ain	19	THE RESERVE TO STATE OF THE PARTY OF THE PAR	CRM2 News	A&P Shareholder Tengelmann: Long Term A	im For A&P Is Merger Turnove
	20	8/20/2010	CRMZ News Service	GREAT ATLANTIC & PACIFIC TEA CO INC FILE Change in Directors or Principal Officers	senior
	21	8/13/2010	CRMZ News	GREAT ATLANTIC & PACIFIC TEA CO INC FILE	ES (8-K) Disclosing Other   manager
	23	7/29/2010		Moody's Downgrades A&P's Liquidity Rating Ratings with Negative Outlook	to SGL-4, Affirms Other Closes
	25	7/28/2010	A SECTION OF SECTION AND ADDRESS OF SECTION A	The Great Atlantic & Pacific Tea Company	updated S&P ratings
	26	7/27/2010	CRMZ News	The Great Atlantic & Pacific Tea Company available	updated financials
	27	7/23/2010	CRMIT News	GREAT ATLANTIC & PACIFIC TEA CO INC: a F	MAN THE PROPERTY OF THE PROPER
	28	7/20/2010	CRMZ Wews Service	GREAT ATLANTIC & PACIFIC TEA CO INC: a F	form 8-K has been Filed CEO
	29	6/18/2010	CRMZ News	The Great Atlantic & Pacific Tea Company available	updated S&P ratings
	31	5/6/2010	CRMZ News	GREAT ATLANTIC & PACIFIC TEA CO INC FIL Results of Operations and Financial Condition	
	32	5/6/2010	CRMZ Vews Service	GREAT ATLANTIC & PACIFIC TEA CO INC: a F	
	33	4/21/2010	CRMZ News Service	GREAT ATLANTIC & PACIFIC TEA CO INC FIL Change in Directors or Principal Officers, Fir Exhibits	
	35	4/9/2010	Moody : Investors Service	Moody's Downgrades A&P's CFR to Caa2, PD Negative.	R to Caa3, Outlook
	36	3/22/2010	CRMZ News Service	GREAT ATLANTIC & PACIFIC TEA CO INC FIL Change in Directors or Principal Officers	ES (8-K) Disclosing
	37	1/28/2010	CRMZ News	GREAT ATLANTIC & PACIFIC TEA CO INC FIL Change in Directors or Principal Officers	ES (8-K) Disclosing
	40	1/12/2010	Company of	Moody's Downgrades A&P Corporate Family On Review for Possible Further Downgrade	Rating to Caal, Ratings CEO
	42	1/12/2010	CRMZ News Service	GREAT ATLANTIC & PACIFIC TEA CO INC: a F	orm 10-Q has been Filed

## ...need more depth? Look at the <u>Performance Ratios</u>

Performance Ratios - Sequential Quarters (Thousands of U.S. Dollars)					
Period Endades Flat/Declining Sales	12 weeks 9/11/2010	16 weeks 6/19/2010	12 weeks 2/27/2010	12 weeks 12/5/2009	12 weeks 9/12/2009
Flat/Deciming	\$1,918,279	\$2,564,930	\$1,995,572	\$1,962,692	\$2,065,061
% change	n/a	n/a	1.68%	4.96%	n/a
Gross Margin \$	\$562,707	\$763,812	\$607,949	\$590,584	\$623,358
% change	n/a	n/a	2.94%	-5.26%	n/a
% of sales	29.33%	29.78%	30.46%	30.09%	30.19%
change as % of incremental sales	n/a	n/a	52.81%	n/m	n/a
SG&A \$	\$631,224	\$821,016	\$680,350	\$631,175	\$631,924
% change	n/a	n/a	7.79%	-0.12%	n/a
% of sales	32.91%	32.01%	34.09%	32.16%	30.60%
change as % of incremental sales	n/a	n/a	149.56%	n/m	n/a
Operating margin \$	(\$98,767)	(\$62,602)	(\$137,021)		(\$8,566)
% change	n/a	n/a	69.76%	-5,190.11%	n/a
% of sales	-5.15%	-2.44%	-6.87%	-23.09%	-0.41%
change as % of incremental sales	n/a	n/a	961.47%	n/m	n/a
EBITDA \$	(\$45,072)	\$16,054	(\$67,229)	(\$413,282)	\$42,139
% change	n/a	n/a	83.73%	-1,080.76%	n/a
% of sales	-2.35%	0.63%	-3.37%	-21.06%	2.04%
change as % of incremental sales	n/a	n/a	1,052.47%	n/m	n/a
Pre-tax income \$	(\$142,716)	(\$115,467)	(\$165,760)	(\$514,813)	(\$64,153)
% change	n/a	n/a	67.80%	-702.48%	n/a
% of sales quarterly losses charge di incremental sales	-7.44%	-4.50%	-8.31%	-26.23%	-3.11%
ch Large qual	n/a	n/a	1,061.60%	n/m	n/a
Net income (loss) \$	(\$153,674)	(\$122,643)	(\$171,443)	(\$559,586)	(\$80,309)
% change	n/a	n/a	69.36%	-596.79%	n/a
% of sales	-8.01%	-4.78%	-8.59%	-28.51%	-3.89%
change as % of incremental sales	n/a	n/a	1,180.48%	n/m	n/a
Tax expense \$	\$105	\$140	(\$8,011)	(\$12,375)	(\$1,994
Effective tax rate	-0.07%	-0.12%	4.83%	2.40%	3.11%
Depreciation expense \$	\$49,018	\$70,379	\$43,575	\$55,813	\$55,284
% of sales	2.56%	2.74%	2.18%	2.84%	2.68%
% of capital expenses	206.14%	357.84%	301.37%	254.69%	240.41%
% of PP&E, net (annualized)	14.02%	14.46%	11.40%	13.89%	13.32%
Capital expenditures \$	\$23,779	\$19,668	\$14,459	\$21,914	\$22,996
% change	n/a	n/a	-34.02%	-4.71%	n/a
% of PP&E, net (annualized)	6.80%	4.04%	3.78%	5.45%	5.54%
% of working capital (annualized)	-98.82%	78.50%	25.70%	30.61%	40.89%
Interest coverage ratio	(0.98)	0.26	(1.51)	(9.03)	0.87
% change	n/a	n/a	83.26%	1,140.53%	n/a
Free cash flow \$	(\$59,937)	(\$77,933)	(\$4,480)	(\$95,036)	\$1,188
% change	n/a	n/a	95.29%	-8,099.66%	n/a
Source:	10-Q 19/21/2010	10-Q 7/29/2010	10-K 5/6/2010	10-Q 1/12/2010	10-Q 10/20/2009

Negative cash flow...

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## ...need more depth? Look at the Leverage Ratios

Huge and increasingly hegative tangible net negative tangible net worth...

Leverage Ratios - Sequential Quarters (Thousands of U.S. Dollars)					
Period Ended Tons of debt	12 weeks 9/11/2010	16 weeks 6/19/2010	12 weeks 2/27/2010	12 weeks 12/5/2009	12 weeks 9/12/2009
Total debt \$	\$1,189,557	\$1,215,737	\$1,219,763	\$1,377,852	\$1,322,929
% change	n/a	n/a	-11.47%	4.15%	n/a
Stockholders' equity \$	(\$679,933)	(\$523,982)	(\$396,446)	(\$358,471)	\$203,013
% change	n/a	n/a	-10.59%	-276.58%	n/a
Total debt to equity ratio	n/a	n/a	n/a	n/a	6.52
Tangible net worth \$	(\$932,283)	(\$783,592)	(\$659,356)	(\$664,060)	(\$476,791)
% change	n/a	n/a	0.71%	-39.28%	n/a
Total assets \$	\$2,531,032	\$2,677,071	\$2,827,217	\$3,025,429	\$3,657,626
% change	n/a	n/a	-6.55%	-17.28%	n/a
Total debt to assets ratio	0.47	0.45	0.43	0.46	0.36
% change	n/a	n/a	-5.27%	25.91%	n/a
Net tangible assets \$	\$2,278,682	\$2,417,461	\$2,564,307	\$2,719,840	\$2,977,822
% change	n/a	n/a	5.72%	-8.66%	n/a
Short-term debt \$	\$226,284	\$240,856	\$78,578	\$104,559	\$65,978
% change	n/a	n/a	-24.85%	58.48%	n/a
Short-term debt % of total debt	19.02%	19.81%	6.44%	7.59%	4.99%
% change	n/a	n/ac	-15.11%	52.16%	n/a
Short-term debt % of working capital	-159.90%	-472.36%	39.03%	42.05%	20.36%
% change	n/a	n/a	-7.17%	106.54%	n/a
Total liabilities \$	\$3,210,965	\$3,201,053	\$3,223,663	\$3,383,900	\$3,454,613
% change	n/a	n/a	-4.74%	-2.05%	n/a
Total liabilities to equity ratio	n/a	n/a	n/a	n/a	17.02
Source:	10-Q 10/21/2010	10-Q 7/29/2010	10-K 5/6/2010	10-Q 1/12/2010	10-Q 10/20/2009

Classic to see a bankruptcy

Classic to see a bankruptcy

after a big

debt.

occur right after term
occur right Short-term
increase in

# ...need more depth? Look at the <u>Liquidity Ratios</u>

Working capital - in a  Working store - goes  grocery  negative  Liquidity Ratios - Sequential Quarters  (Thousands of U.S. Dollars)									
Period Ended 12 weeks 16 weeks 12 weeks 12/5/2009 9/12/2009									
Current assets \$	\$779,186	\$845,613	\$931,163	\$1,016,780	\$1,097,932				
% change	n/a	n/a	-8.42%	-7.39%	n/a				
% of short-term debt	344.34%	351.09%	1,185.02%	972.45%	1,664.09%				
Current liabilities \$	\$920,701	\$896,603	\$729,845	\$768,099	\$773,833				
% change	n/a	n/a	-4.98%	-0.74%	n/a				
Working capital \$	(\$141,515)	(\$50,990)	\$201,318	\$248,681	\$324,099				
% change	n/a	n/a	-19.05%	-23.27%	n/a				
% of sales (annualized)	-1.84%	-0.66%	2.52%	3.17%	3.92%				
Cash \$	\$94,343	\$170,762	\$252,426	\$282,765	\$350,681				
% change	n/a	n/a	-10.73%	-19.37%	n/a				
% of short-term debt	41.69%	70.90%	321.24%	270.44%	531.51%				
Cash ratio	( 0.10	0.19	0.35	0.37	0.45				
% change	1 n/a	n/a	-6.03%	-18.78%	n/a				
Quick assets \$	\$744,866	\$335,879	\$418,569	\$461,800	\$525,908				
% change	n/a	n/a	-9.36%	-12.19%	n/a				
% of short-term debt	108.21%	139.45%	532.68%	441.66%	797.10%				
Quick ratio	0.27	0.37	0.57	0.60	0.68				
% change	n/a	n/a	-4.61%	-11.54%	n/a				
Current ratio	0.85	0.94	1.28	1.32	1.42				
% change	n/a	n/a	-3.63%	-6.70%	n/a				
Source:	10-Q 10/21/2010	10-Q 7/29/2010	10-K 5/6/2010	10-Q 1/12/2010	10-Q 10/20/2009				

Cash ratio a 0.10 !...

## ...In the MD&A section, the CEO and CFO tell us that ...

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From 10-Q, period 9/11/2010, filed 10/21/2010, ITEM 1A - Risk Factors

... During the first half of fiscal 2010, our operating results were significantly below those for the prior year and our expectations. Therefore, to improve our performance and to meet our liquidity needs over the next twelve months, including the debt maturity of \$165.0 million on June 15, 2011, our Company has completed the initial steps of a comprehensive turnaround plan designed to strengthen liquidity and improve operations. As part of our liquidity initiatives, we signed an agreement on September 3, 2010 for the sale of seven non-core stores in Connecticut for \$22.8 million expected to close in early November. We are also pursuing additional financing through a new term loan, sale-leaseback transactions and sales of additional non-core assets, as well as reviewing our store portfolio for additional opportunities. However, there is uncertainty regarding whether our Company can complete all or a portion of these efforts and, if these do not occur, there is substantial doubt about our Company's ability to continue as a going concern.