

Edgar Filing: ACXIOM CORP - Form 8-K

ACXIOM CORP
Form 8-K
May 14, 2003

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

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

May 14, 2003

Date of Report (Date of earliest event reported)

ACXIOM CORPORATION
(Exact Name of Registrant as Specified in Charter)

Delaware (State or Other Jurisdiction of Incorporation)	0-13163 (Commission File Number)	71-0581897 (IRS Employer Identifi- cation No.)
---	--	--

1 Information Way, P.O. Box 8180, Little Rock, Arkansas (Address of Principal Executive Offices)	72203-8180 (Zip Code)
---	--------------------------

Registrant's telephone number, including area code: 501-342-1000

ITEM 7. FINANCIAL STATEMENTS, PRO FORMA FINANCIAL INFORMATION AND EXHIBITS.

(c) Exhibits

99.1 Press Release dated May 14, 2003

ITEM 9. REGULATION FD DISCLOSURE.

See Item 12. Results of Operations and Financial Condition.

ITEM 12. RESULTS OF OPERATIONS AND FINANCIAL CONDITION.

On May 14, 2003, Acxiom Corporation (the "Company") issued a press release reporting its earnings for the fourth quarter and fiscal year ended March 31, 2003. The press release is furnished as Exhibit 99.1 and incorporated by reference herein.

The Company's press release and other communications from time to time include certain non-GAAP financial measures. A "non-GAAP financial measure" is defined as a numerical measure of a company's performance, financial position or cash flows that excludes (or includes) amounts that are included (or excluded) from the most directly comparable measure calculated and presented in accordance with GAAP. The Company's financial statements. The attached press release utilizes measures of earnings per share that exclude the effect to certain write-offs that were taken during the relevant periods and measures of free cash flow.

The Company's management believes that the presentation of earnings per share (before write-offs) provides useful information regarding the Company's financial performance and earnings potential and quantifying the effect of certain write-offs on earnings per share calculated in accordance with GAAP. Management believes that the presentation of the non-GAAP financial measure is consistent with its past practice, as well as industry practice in general, and will enable investors and analysts to compare current non-GAAP measures of earnings per share with measures presented in prior periods.

Edgar Filing: ACXIOM CORP - Form 8-K

Free cash flow is defined as operating cash flow less cash used by investing activities impact of investments in joint ventures and other business alliances and cash paid and/or received in acquisitions and dispositions. The Company's management believes that free cash flow provides a measure of operating performance for assessing the amount of cash available for general corporate and strategic purposes after funding operating activities and capital expenditures, capitalized software expenses, and dividends.

The attached press release contains a quantitative reconciliation of each non-GAAP financial measure used by the Company to the comparable GAAP measure. The non-GAAP financial measures used by the

2

attached press release may not be comparable to similarly titled measures used by other companies and should be considered in isolation or as a substitute for measures of performance prepared in accordance with GAAP.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: May 14, 2003

ACXIOM CORPORATION

By: /s/ Jerry C. Jones

Name: Jerry C. Jones

Title: Business Development/Legal Leader

3

EXHIBIT INDEX

Exhibit Number	Description
99.1	Press Release of the Company dated May 14, 2003.

4