

INFOUSA INC  
Form 8-K/A  
May 14, 2003

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**SECURITIES AND EXCHANGE COMMISSION**

**WASHINGTON, D.C. 20549**

**FORM 8-K /A**

Amendment No. 1

**CURRENT REPORT**

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

**DATE OF REPORT (DATE OF EARLIEST EVENT REPORTED): FEBRUARY 28, 2003**

**infoUSA INC.**

(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

DELAWARE  
(STATE OR OTHER JURISDICTION OF  
INCORPORATION OR ORGANIZATION)

0-19598  
(COMMISSION FILE NUMBER)

47-0751545  
(I.R.S. EMPLOYER  
IDENTIFICATION NO.)

**5711 SOUTH 86TH CIRCLE, OMAHA, NEBRASKA 68127**  
(Address of principal executive offices) (Zip Code)

**REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE: (402)593-4500**

NOT APPLICABLE  
(FORMER NAME OR FORMER ADDRESS, IF CHANGED SINCE LAST REPORT)

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**REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS**

To the Board of Directors of  
Yesmail, Inc.:

We have audited the accompanying balance sheets of Yesmail, Inc. (a Delaware corporation) as of December 31, 2002 and 2001, and the related statements of operations, stockholders' (deficit) equity and cash flows for each of the two years for the period ended December 31. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Yesmail, Inc. as of December 31, 2002 and 2001, and the results of their operations and their cash flows for each of the two years for the period ended December 31, in conformity with accounting principles generally accepted in the United States of America.

/s/ O'Neill & Gaspardo

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O'Neill & Gaspardo

Mokena, Illinois  
May 2, 2003

**Table of Contents****Yesmail, Inc.  
Balance Sheets**

|   | December 31,        |                      |
|---|---------------------|----------------------|
|   | 2002                | 2001                 |
| Current assets:   |                     |                      |
| Cash and cash equivalents   | \$ 1,483,809        | \$ 1,874,831         |
| Accounts receivable, net of allowance of \$754,000 and \$1,088,000  | 2,725,267           | 5,874,196            |
| Notes receivable  | 7,597               | 16,186               |
| Deposits and prepaid expenses   | 214,071             | 161,983              |
|   | <u>4,430,744</u>    | <u>7,927,196</u>     |
| Property and equipment, net   | 2,317,114           | 3,262,208            |
| Restricted cash   | 1,640,520           | 1,550,000            |
|   | <u>8,388,378</u>    | <u>12,739,404</u>    |
| Total assets  |                     |                      |
| Current liabilities:  |                     |                      |
| Accounts payable  | \$ 1,608,609        | \$ 3,380,692         |
| Deferred revenue  | 186,675             | 111,692              |
| Due to CMGI   | 35,592,403          | 21,508,858           |
| Obligations under capital leases, current portion   | 576,222             | 2,583,817            |
| Accrued liabilities and other   | 1,095,958           | 2,547,369            |
|   | <u>39,059,867</u>   | <u>30,132,428</u>    |
| Total current liabilities   |                     |                      |
| Obligations under capital leases, less current portion  |                     | 596,279              |
| Stockholders' (deficit) equity:   |                     |                      |
| Preferred stock, \$.01 par value; 5,000,000 shares authorized;<br>2,850,000 shares issued and outstanding   | 28,500              | 28,500               |
| Common stock, \$.01 par value; 6,666,667 as of December 31, 2002<br>and 60,000,000 as of December 31, 2001 shares authorized; no shares<br>issued and outstanding |                     |                      |
| Additional paid-in capital  | 600,456,214         | 600,456,214          |
| Accumulated deficit   | (631,156,203)       | (618,474,017)        |
|   | <u>(30,671,489)</u> | <u>(17,989,303)</u>  |
| Total stockholders' (deficit) equity  |                     |                      |
| Total liabilities and stockholders' equity  | <u>\$ 8,388,378</u> | <u>\$ 12,739,404</u> |

The accompanying report of independent public accountants and notes should be read in conjunction with this statement.

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**Yesmail, Inc.**  
**Statements of Operations**

|                              | For the years ended December 31, |                |
|------------------------------|----------------------------------|----------------|
|                              | 2002                             | 2001           |
| Revenues                     | \$ 19,446,223                    | \$ 21,167,205  |
| Cost of revenues             | 13,414,664                       | 15,727,647     |
|                              | 6,031,559                        | 5,439,558      |
| Gross profit                 |                                  |                |
| Operating expenses:          |                                  |                |
| Sales and marketing          | 8,073,517                        | 9,740,235      |
| Research and development     | 4,384,104                        | 6,626,597      |
| General and administrative   | 3,330,622                        | 4,050,922      |
| Fixed asset write-downs      |                                  | 547,323        |
| Restructuring                | 343,930                          | 502,048        |
| Impairment of goodwill       | 406,552                          | 784,589        |
|                              | 16,538,725                       | 22,251,714     |
| Total operating expenses     |                                  |                |
| Operating loss               | (10,507,166)                     | (16,812,156)   |
| Other expense:               |                                  |                |
| Interest income (expense)    | (2,119,906)                      | (1,138,755)    |
| Other                        | (54,720)                         | (693,938)      |
|                              | (2,174,626)                      | (1,832,693)    |
| Total other (expense) income |                                  |                |
| Net loss                     | \$(12,681,792)                   | \$(18,644,849) |

The accompanying report of independent public accountants and notes should be read in conjunction with this statement.

**Table of Contents****Yesmail, Inc.****STATEMENTS OF STOCKHOLDERS (DEFICIT) EQUITY**

|                                 | Preferred Stock |           | Common Stock |        | Additional<br>Paid In<br>Capital | Accumulated<br>Deficit | Total          |
|---------------------------------|-----------------|-----------|--------------|--------|----------------------------------|------------------------|----------------|
|                                 | Shares          | Amount    | Shares       | Amount |                                  |                        |                |
| Balance at December 31,<br>2000 | 2,850,000       | \$ 28,500 |              | \$     | \$600,456,214                    | \$(599,829,168)        | \$ 655,546     |
| Net loss                        |                 |           |              |        |                                  | (18,644,849)           | (18,644,849)   |
| Balance at December 31,<br>2001 | 2,850,000       | \$ 28,500 |              |        | 600,456,214                      | (618,474,017)          | (17,989,303)   |
| Other Adjustment                |                 |           |              |        |                                  | (394)                  | (394)          |
| Net loss                        |                 |           |              |        |                                  | (12,681,792)           | (12,681,792)   |
| Balance at December 31,<br>2002 | 2,850,000       | \$ 28,500 |              | \$     | \$600,456,214                    | \$(631,156,203)        | \$(30,671,489) |

The accompanying report of independent public accountants and notes should be read in conjunction with this statement.



**Table of Contents****Yesmail Inc. and Subsidiary  
Statements of Cash Flows**

|  | For the years ended |                |
|--|---------------------|----------------|
|  | December 31,        |                |
|  | 2002                | 2001           |
| <b>Cash Flows from Operating Activities:</b>                               |                     |                |
| Net loss   | \$(12,681,792)      | \$(18,644,849) |
| Adjustments to reconcile net loss to net cash used in operating activities |                     |                |
| Depreciation   | 1,983,039           | 2,329,284      |
| Goodwill write down  | 406,552             | 784,589        |
| Write-down of property and equipment                                       |                     | 547,323        |
| Write-down of notes receivable   |                     | 2,723,518      |
| Changes in operating assets and liabilities                                |                     |                |
| Accounts receivable  | 3,019,379           | 1,767,932      |
| Notes receivable   | 8,589               | (16,186)       |
| Deposits and prepaid expenses  | (52,088)            | 438,102        |
| Accounts payable   | (1,772,083)         | (1,155,536)    |
| Deferred revenue   | 74,983              | (487,388)      |
| Accrued liabilities and other  | (1,481,411)         | 85,476         |
| Net cash used in operating activities                                      | (10,494,832)        | (11,627,735)   |
| <b>Cash Flows from Investing Activities:</b>                               |                     |                |
| Purchases of property and equipment  | (1,217,809)         | (141,705)      |
| Acquisition of Post  |                     | (1,970,000)    |
| Net cash used in investing activities                                      | (1,217,809)         | (2,111,705)    |
| <b>Cash Flows from Financing Activities:</b>                               |                     |                |
| Proceeds from CMGI loan  | 14,083,545          | 16,824,778     |
| Restricted cash  | (90,520)            |                |
| Principal payments under capital lease obligations                         | (2,671,406)         | (2,155,963)    |
| Net cash provided by financing activities                                  | 11,321,619          | 14,668,815     |
| Net Increase (decrease) in Cash  | (391,022)           | 929,375        |
| Cash and cash equivalents, beginning of year                               | 1,874,831           | 945,456        |
| Cash and cash equivalents, end of year                                     | \$ 1,483,809        | \$ 1,874,831   |
| <b>Supplemental Disclosure of Cash Flow Information:</b>                   |                     |                |
| Cash paid during the period for interest                                   | \$ 176,405          | \$ 378,860     |

The accompanying report of independent public accountants and notes should be read in conjunction with this statement.

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**Yesmail, Inc.**

**NOTES TO FINANCIAL STATEMENTS**

**1. The company and description of business**

Yesmail, Inc. (the Company) is an email marketing service provider of online relationship marketing solutions through a distinct suite of email customer acquisition and email customer relationship management ( CRM or retention ) services. Hundreds of leading online consumer and business-to-business direct marketers either directly or through advertising agencies and list brokers have relied on the Company's comprehensive email service offerings to retain and develop additional revenue from their customers, and convert prospects to new customers. The Company is a wholly owned subsidiary of CMGI, Inc. ( CMGI ).

Marketed as a comprehensive email solution, the Company's CRM and acquisition services operate as two business units with separate technology platforms and staffing teams. The CRM business unit utilizes ASP technology to deliver and track email, as well as perform campaign management, segmentation, personalization and reporting. Targeting sophisticated, high tech / high touch marketers that possess rich customer data and content for distribution, the Company's CRM platform provides advanced technology for personalization and reporting with event-triggered messaging and real-time tracking. In addition to the ASP model, The Company clients are able to take advantage of the Company's account management (program set-up, results analysis); message management (creative development, message production, quality assurance); and strategic consulting services.

The Company's acquisition services include the Yesmail Network of more than 23 million permission-based contacts who have opted-in to receive promotions in more than 1,200 self-reported interest categories; an email brokerage business selling third-party branded email data to agencies and direct marketers; and a data sales team selling append, list enhancement and analytics products to the same market segments. A subset of eight million records (the Yesmail B2B Network) contains self-reported business interests through which data overlays support targeting by job title, function, industry, SIC code, number of business employees and annual revenue.

**2. Summary of significant accounting policies**

***Cash and cash equivalents***

The Company considers all highly liquid investments with a maturity of three months or less at the time of purchase to be cash equivalents.

***Restricted cash***

Restricted cash is held in a money market fund account as collateral for a letter of credit issued in connection with an operating lease.

***Allowance for Doubtful Accounts***

The Company reviews the outstanding accounts receivable at least once each quarter. The Company estimates the collectibility of each account based on prior experience with the client, recent developments in the client's financial condition, current economic conditions and other relevant factors. If the account is deemed to be fully or potentially uncollectible, an allowance is established. In addition, an allowance is established based on the overall aging of the account receivable portfolio, historical experience and general economic conditions.

***Use of estimates***

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of expenses during the reporting period. Actual results could differ from those estimates.

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***Property and equipment***

Property and equipment are stated at cost. Depreciation is computed using the straight-line method over the estimated useful lives of the assets or, for leasehold improvements, the shorter of the lease term or the estimated useful life of the asset, as follows:

|                                 |   |         |
|---------------------------------|---|---------|
| Computer equipment and software | 1 | 3 years |
| Telephone equipment             | 2 | 5 years |
| Furniture and fixtures          | 5 | 7 years |
| Leasehold improvements          | 2 | 5 years |

Maintenance and repairs are charged to expense as incurred and improvements and betterments are capitalized. When assets are retired or otherwise disposed of, the cost and accumulated depreciation are removed from the accounts and any resulting gain or loss is reflected in the statement of operations for the period in which it is realized.

***Income taxes***

The Company accounts for income taxes in accordance with Statement of Financial Accounting Standards ( SFAS No.109 ), Accounting for Income Taxes. Under SFAS No.109, deferred tax assets and liabilities are determined based on temporary differences between the financial statement and tax bases of assets and liabilities and net operating loss and credit carryforwards using enacted tax rates in effect for the year in which the differences are expected to reverse. Valuation allowances are established when necessary to reduce deferred tax assets to the amounts expected to be realized.

***Revenue recognition***

***Acquisition Services***

The Company generates revenue from the Yesmail Network and its brokerage operation by charging fees to its customers, generally on a cost per thousand ( CPM ) basis, for sending targeted emails to The Company's managed and third-party databases. Revenue is recognized upon the execution of an email campaign. Revenue from data sales, primarily the Company's data append product, is recognized on a net name basis, once files are matched and the corresponding append records are delivered to the client.

The Company generally becomes obligated to make payments to its Network Partners, which have contracted with the Company to be part of the YesMail Network, in the period the email messages are delivered. Such expenses are classified as cost of revenues in the statements of operations.

***Retention Services***

ASP clients are charged in one of two ways. In most instances clients are billed on the volume of emails monthly. Clients are billed at month end for that month's activity. Revenue is recognized upon invoice. In other cases, clients are charged at month end based on the amount email addresses that are housed on the Yesmail platform. Revenue is recognized upon invoice. Most clients are charged a set up fee for the ASP system to integrate their email data into Yesmail's platform. Revenue is recognized upon invoice.

The Company provides a variety of services including account management, message management, creative and client engineering for its email campaigns. These services and prices are typically outlined in client contracts. Clients are billed monthly either based on hourly estimates or on a fixed rate for service. Revenue is recognized upon invoice.

***Research and development costs***

Costs incurred in the development of its Web site, products, and related applications to be used in connection with the Company's services have been expensed to operations as incurred through the year ended December 31, 2002. In March 1998, the American Institute of Certified Public Accountants issued Statement of Position ( SOP ) No. 98-1, Software for Internal Use, which provides guidance on accounting for the cost of computer software developed or obtained for internal use. The Company adopted SOP No. 98-1 on January 1, 1999. As a result, the Company has continued to expense its development costs as incurred as the rapid pace of technological change results in an estimated useful life of such software of one year or less.

*Advertising*

Marketing and advertising costs are charged to operations when incurred. This expense was \$465,000 and \$1,153,000 for the years ended December 31, 2002 and 2001, respectively.

**Table of Contents****Capital leases**

The Company leases equipment under capital leases. Most of these capital leases contain unguaranteed residual amounts that would be owed by the Company to certain leasing companies, if the Company elected to retain the equipment under a specific lease. The Company's policy is to review the Company's utilization of this equipment currently and going forward prior to the end of the lease term in order to determine whether or not the equipment will be retained. The Company expenses any residual amounts at the time a decision has been made to keep equipment.

**Financial instruments and concentration of risk**

Financial instruments that potentially subject the Company to concentrations of credit risk consist primarily of cash, accounts receivable, accounts payable, short-term debt, obligations under capital leases and accrued liabilities. At December 31, 2002 and 2001, the fair market value of these instruments approximated their financial statement carrying amount because of the short term maturity of these instruments. The Company does not require collateral for accounts receivable, but does evaluate customer creditworthiness and establish allowances as necessary based on management estimates of collectibility. One customer represented 8% and 9% of revenues for the year ended December 31, 2002 and 2001, respectively.

**Impairment of long-lived assets and long-lived assets to be disposed of**

The Company reviews its long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets.

**Stock-based compensation**

The Company accounts for stock-based compensation arrangements with employees in accordance with provisions of Accounting Principles Board (APB), Opinion No. 25, Accounting for Stock Issued to Employees, and complies with the disclosure provisions of SFAS No. 123, Accounting for Stock-Based Compensation. Under APB No. 25, compensation expense is based on the difference, if any, on the measurement date, between the estimated fair value of the Company's stock and the exercise price of options to purchase that stock or price paid for shares of stock. For directors and consultants receiving stock-based compensation, the Company complies with the provisions of SFAS No. 123.

**3. Related party transactions**

The Company provided CRM services to CMGI and recorded \$50,425 in revenue for these services during 2002. The Company provided acquisition and CRM services to uBid, Inc. (uBid) a wholly-owned subsidiary of CMGI. The Company revenues associated with the services provided to uBid were \$874,895 and \$825,428 in 2002 and 2001, respectively.

**4. Property and equipment**

Property and equipment are summarized as follows:

|                          | December 31, |              |
|--------------------------|--------------|--------------|
|                          | 2002         | 2001         |
| Computer equipment       | \$ 4,554,632 | \$ 4,235,198 |
| Computer software        | 1,490,919    | 831,404      |
| Telephone equipment      | 243,548      | 233,555      |
| Furniture and fixtures   | 1,565,162    | 1,565,162    |
| Leasehold improvements   | 452,203      | 418,554      |
|                          | <hr/>        | <hr/>        |
|                          | 8,306,464    | 7,283,873    |
| Accumulated depreciation | (5,989,350)  | (4,021,665)  |
|                          | <hr/>        | <hr/>        |
|                          | \$ 2,317,114 | \$ 3,262,208 |



Depreciation expense was \$1,983,039 and \$2,329,284 for the years ended December 31, 2002 and 2001 respectively.

**Table of Contents****5. Related party debt and secured demand note**

CMGI provides cash funding and certain corporate services to the Company. These corporate services include legal, finance, human resources, rent and other administrative type services. All obligations associated with this funding and services including interest at a 7% interest rate are recorded within the Company's financials. Total corporate services amounts were \$14.1 million and \$16.7 million for December 31, 2002 and 2001 respectively.

Associated with the debt outstanding to CMGI on November 1, 2000, the Company signed a secured convertible demand note with CMGI for \$20 million. This note required the Company to pay CMGI on demand the lesser of the principal sum of \$20 million or the aggregate unpaid principal amount of all advances hereunder together with accrued interest at a 7% per annum rate. This debt is convertible at the option of CMGI into series B convertible preferred stock at a \$.01 par value per share equal to one-tenth of the quotient the aggregate amount of principal and interest outstanding at the time of conversion.

**6. 401(k) savings plan**

The Company is part of the CMGI 401(k) Savings Plan (the Plan) that covers substantially all employees. Under the Plan, employees are permitted to contribute a portion of gross compensation not to exceed standard limitations provided by the Internal Revenue Service. The Company maintains the right to match employee contributions, but for the years ended December 31, 2002 and 2001, the Company matched \$133,815 and \$250,411, respectively.

**7. Commitments and contingencies***Leases*

The Company leases office space and equipment under noncancelable operating and capital leases with various expiration dates through the year 2003. Rent expense was \$ 1,742,042, and \$ 1,333,337 for the years ended December 31, 2002 and 2001, respectively.

Future minimum lease payments under noncancelable capital leases as of December 31, 2002 are as follows:

|  | <u>Capital<br/>Leases</u>      |
|--|--------------------------------|
| 2003                                       | \$ 591,192                     |
| After 2003                                 | <u>                    </u>    |
| Total minimum lease payments               | \$ 591,192                     |
| Less Amount representing interest          | 14,970                         |
|  | <u>                    </u>    |
| Present value of capital lease obligations | 576,222                        |
| Less Current portion                       | 576,222                        |
|  | <u>                    </u>    |
| Long-term portion                          | \$ <u>                    </u> |

In addition, sublease rental income amounted to \$132,957 and \$107,157 for the years ended December 31, 2002 and 2001, respectively.

*Litigation*

The Company is a defendant in a lawsuit filed by a former shareholder. The suit seeks damages totaling \$2,823,362, which she alleges is her loss in stock value because delays caused by the Company and CMGI prevented sale. Outside counsel for the Company has advised that at this stage in the proceedings he cannot offer an opinion as to the probable outcome. In addition, the Company believes that adequate insurance coverage exists to cover any payment of damages. Therefore, no provision for loss has been recorded.

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It has been alleged that the Company received preferential payments from customers prior to bankruptcy filings. The claims total \$237,821. Outside counsel for the Company has advised that at this stage in the proceedings he cannot offer an opinion as to the probable outcome. In addition, the Company believes the suits are without merit and is vigorously defending its position. Therefore, no provision for loss has been recorded.

Additionally, the Company is subject to other pending and threatened legal actions and proceedings. After reviewing other pending and threatened actions and proceedings with counsel, management believes that the outcome of such actions or proceedings is not expected to have a material adverse effect on the financial position or results of operations of the Company.



**Table of Contents*****Audit Rights of network partners***

Many of the Company's network partners reserve the right to audit the revenue sharing payments they receive from the Company. The Company believes that any additional obligation resulting from these audits, if conducted, will not have a significant impact on the Company.

***Guarantees***

The Company had commitments to certain third parties that guaranteed revenue during 2001. These commitments expired during 2001.

***Letter of Credit***

A letter of credit of \$1,495,337 is outstanding that expires on February 28, 2003.

**8. Prior impairment losses on goodwill and intangible assets**

In conjunction with the purchase of the Company by CMGI in March 2000, the Company recorded goodwill and intangible assets of \$589,140,779. Impairment losses for the full amount of these assets were recorded in 2000 based on declining values of similar technology stocks and performance shortfalls at the Company.

**9. Business combination**

On December 7, 2001, the Company purchased certain assets of Post Communications Inc. Accordingly, the results of operations for Post Communications Inc. have been included in the accompanying financial statements from that date forward. The acquisition was made for the purpose of expanding the Company's retention service offering.

The aggregate acquisition price was \$1,970,000 in cash plus \$131,000 in transaction costs. Following is a condensed balance sheet showing the fair values of the assets acquired and the liabilities assumed as of the date of the acquisition:

|                                     |              |
|-------------------------------------|--------------|
| Current assets                      | \$ 1,084,840 |
| Property and equipment              | 1,000,424    |
| Goodwill arising in the acquisition | 784,589      |
|                                     | <hr/>        |
| Total assets                        | 2,869,853    |
| Current liabilities                 | 899,853      |
| Long-term debt                      |              |
|                                     | <hr/>        |
| Total liabilities                   | 899,853      |
|                                     | <hr/>        |
| Net assets acquired                 | \$ 1,970,000 |
|                                     | <hr/>        |

The goodwill recorded above was considered impaired in 2001. Therefore, an impairment loss for the full amount was recorded in 2001.

During 2002, additional information indicated that the assets included in the transaction had been improperly valued. As a result, \$406,552 was added to goodwill and expensed as impaired in 2002. Included within this amount were transaction costs of \$30,000.

**10. Income taxes**

Utilization of a portion of the net operating loss carryforwards may be limited. Due to the uncertainty regarding the ultimate utilization of the net operating carryforwards, the Company has not recorded any benefit for losses and a valuation allowance has been recorded for the entire amount of the net deferred tax asset.



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### **11. Stockholders (deficit) equity**

#### ***Preferred Stock***

On April 18, 2000, CMGI authorized 5,000,000 shares of undesignated preferred stock at a \$.01 par value per share that may be issued from time to time by the Company's board of directors of which 2,850,000 shares are designated as series A convertible preferred stock.

#### ***Common stock***

On July 31, 2000, CMGI authorized 60,000,000 shares of common stock at \$.01 par value per share. On February 22, 2002, CMGI agreed to a 9 to 1 stock split that reduced the number of shares of common stock authorized to 6,666,667.

#### ***Stock option plan***

On February 22, 2002, CMGI authorized 6,500,000 stock options to Company employees at a strike price of \$.24 based on the Company's valuation of \$10 million as of January 31, 2002. These options vest at 33% after the first year and then monthly over the next two years for the remaining 67% of the option pool.

### **12. CMGI stock option plan**

The Company is part of CMGI's Employee Stock Purchase Plan (the "Purchase Plan") which provides employees with an opportunity to purchase common stock through accumulated payroll deductions up to a maximum of \$25,000 in fair market value of such stock within the same calendar year. Under the Purchase Plan, employees may purchase the common stock at a price equal to 85% of the fair market value of the common stock on the first or last day of the offering period, whichever is lower.

### **13. Restructuring and Impairment Charges**

In 2001, the Company recorded a write-down of fixed assets of \$547,323 based on the Company's under utilization of certain fixed assets in operations.

In 2002 and 2001, the company recorded a restructuring charge of \$343,930 and \$502,048, respectively. These restructuring charges were for severances for terminated employees during 2002 and 2001.

### **14. Subsequent Events**

#### ***Office lease termination***

On February 28, 2003, the Company terminated its Chicago office lease agreement with the Company's landlord for the Company's space at 222 Riverside Plaza, 17th floor for \$1,500,000, certain furniture and fixtures with a net book value at February 28, 2003 of \$313,312, and rental payments of approximately \$90,000 per month through May 2003.

#### ***Merger with Corporate T, Inc, a wholly owned subsidiary of infoUSA, Inc.***

On February 28, 2003, the company merged with Corporate T, Inc. Total consideration for the acquisition included cash of \$5.0 million. The transaction is subject to a purchase price adjustment for finalized working capital and a two-year escrow for other contingent items specific within the merger agreement. The Company's stock option plan was terminated as a part of this transaction. The amount of \$35.2 million owed to CMGI as of February 28, 2003 was forgiven.

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**Unaudited Pro Forma Consolidated Financial Statements**

The following unaudited pro forma consolidated balance sheet and statements of operations give effect to the purchase transaction pursuant to a Merger Agreement as of February 28, 2003 by and among infoUSA Inc. ( infoUSA ) Corporate T, Inc., CMGI, Inc. and Yesmail, Inc. ( Yesmail ). This business combination is accounted for using the purchase method of accounting.

Pro forma adjustments and the assumptions on which they are based are described in the accompanying footnotes to the pro forma consolidated financial statements. The accompanying pro forma consolidated balance sheet as of December 31, 2002 contains those pro forma adjustments necessary to reflect the business combination as if it was consummated on that date. The accompanying pro forma consolidated statements of operations for the years ended December 31, 2002 and 2001 contain those pro forma adjustments necessary to reflect the business combination as if it was consummated on January 1, 2001. The unaudited pro forma consolidated financial statements are based upon the historical financial statements of infoUSA and Yesmail and should be read in conjunction with those financial statements and notes thereto appearing in infoUSA s 2002 Form 10-K. The unaudited pro forma consolidated financial data do not purport to be indicative of the results which would have actually been attained had the business combination been consummated on the dates indicated or of the results which may be expected to occur in the future.

May 14, 2003

infoUSA INC.

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**Pro Forma Consolidated Balance Sheet**  
**For the year ended December 31, 2002**  
(Amounts in thousands, except per share amounts)

|  | <u>Historical<br/>infoUSA</u> | <u>Historical<br/>Yesmail</u> | <u>Pro Forma<br/>Adjustments</u> | <u>Note</u> | <u>Pro Forma<br/>Combined</u> |
|--|-------------------------------|-------------------------------|----------------------------------|-------------|-------------------------------|
| <b>ASSETS</b>                              |                               |                               |                                  |             |                               |
| <b>Current Assets</b>                      |                               |                               |                                  |             |                               |
| Cash and cash equivalents                  | \$ 6,285                      | \$ 1,484                      | \$ (5,000)                       | (a)         | \$ 2,769                      |
| Restricted cash                            | 0                             | 1,641                         | (1,550)                          | (b)         | 91                            |
| Marketable securities                      | 887                           |                               |                                  |             | 887                           |
| Trade accounts receivable, net             | 39,352                        | 2,725                         | (136)                            | (c)         | 41,941                        |
| Officer note receivable                    | 510                           |                               |                                  |             | 510                           |
| List brokerage trade receivable            | 16,635                        |                               |                                  |             | 16,635                        |
| Prepaid expenses                           | 4,515                         | 222                           |                                  |             | 4,737                         |
| Deferred marketing costs                   | 1,746                         |                               |                                  |             | 1,746                         |
|  | <u>69,930</u>                 | <u>6,072</u>                  | <u>(6,686)</u>                   |             | <u>69,316</u>                 |
| Property and equipment, net                | 45,756                        | 2,317                         | (855)                            | (d)         | 47,218                        |
| Intangible assets, net                     | 273,246                       |                               | 2,984                            | (e)         | 276,230                       |
| Other assets                               | 4,454                         |                               |                                  |             | 4,454                         |
|  | <u>\$ 393,386</u>             | <u>\$ 8,389</u>               | <u>\$ (4,557)</u>                |             | <u>\$ 397,218</u>             |
| <b>LIABILITIES AND STOCKHOLDERS EQUITY</b> |                               |                               |                                  |             |                               |
| <b>Current Liabilities</b>                 |                               |                               |                                  |             |                               |
| Current portion of long term debt          | \$ 26,312                     | \$ 576                        | \$                               |             | \$ 26,888                     |
| Accounts payable                           | 13,303                        | 1,609                         | (136)                            | (c)         | 14,776                        |
| List brokerage trade payable               | 12,745                        |                               |                                  |             | 12,745                        |
| Accrued payroll expenses                   | 11,410                        | 649                           | 500                              | (f)         | 12,559                        |
| Accrued expenses                           | 1,827                         | 447                           |                                  |             | 2,274                         |
| Due to parent company                      | 0                             | 35,592                        | (35,592)                         | (g)         |                               |
| Income taxes payable                       | 3,287                         |                               |                                  |             | 3,287                         |
| Deferred revenue                           | 13,821                        | 187                           |                                  |             | 14,008                        |
| Deferred income taxes                      | 515                           |                               |                                  |             | 515                           |
|  | <u>83,220</u>                 | <u>39,060</u>                 | <u>(35,228)</u>                  |             | <u>87,052</u>                 |
| Long term debt, net of current portion     | 164,116                       |                               |                                  |             | 164,116                       |
| Deferred income taxes                      | 21,722                        |                               |                                  |             | 21,722                        |
| Deferred revenue                           | 6,000                         |                               |                                  |             | 6,000                         |
| <b>Stockholders equity</b>                 |                               |                               |                                  |             |                               |
| Preferred stock                            | 0                             | 29                            | (29)                             | (g)         |                               |
| Common stock                               | 130                           |                               |                                  |             | 130                           |
| Paid-in capital                            | 92,205                        | 600,456                       | (600,456)                        | (g)         | 92,205                        |
| Retained earnings (deficit)                | 32,237                        | (631,156)                     | 631,156                          | (g)         | 32,237                        |
| Treasury stock                             | (4,538)                       |                               |                                  |             | (4,538)                       |
| Notes receivable from officers             | (834)                         |                               |                                  |             | (834)                         |
| Accumulated other comprehensive loss       | (872)                         |                               |                                  |             | (872)                         |
|  | <u>118,328</u>                | <u>(30,671)</u>               | <u>30,671</u>                    |             | <u>118,328</u>                |

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|   |  |  |   |
|---|--|--|---|
| <u>          </u><br>\$393,386<br><u>          </u> | <u>          </u><br>\$ 8,389<br><u>          </u> | <u>          </u><br>\$ (4,557)<br><u>          </u> | <u>          </u><br>\$397,218<br><u>          </u> |
|---|--|--|---|

See accompanying notes to pro forma consolidated financial statements.

**Table of Contents****Pro Forma Consolidated Statement of Operations  
For the year ended December 31, 2002**

(Amounts in thousands, except per share amounts)

|                                     | Historical<br>infoUSA | Historical<br>Yesmail | Pro Forma<br>Adjustments | Notes | Pro Forma<br>Combined |
|-------------------------------------|-----------------------|-----------------------|--------------------------|-------|-----------------------|
| Net sales                           | \$302,516             | \$ 19,446             | \$ (4,869)               | (h)   | \$317,093             |
| Costs and expenses:                 |                       |                       |                          |       |                       |
| Database and production costs       | 84,710                | 16,166                | (4,869)                  | (h)   | 96,007                |
| Selling, general and administrative | 131,985               | 11,052                |                          |       | 143,037               |
| Depreciation and amortization       | 28,083                | 1,984                 |                          |       | 30,067                |
| Non-cash stock option compensation  | 52                    |                       |                          |       | 52                    |
| Restructuring charges               | 2,531                 | 344                   |                          |       | 2,875                 |
| Goodwill write-off                  |                       | 407                   |                          |       | 407                   |
| Litigation settlement charges       | 417                   |                       |                          |       | 417                   |
| Acquisition costs                   | 181                   |                       |                          |       | 181                   |
|                                     | <u>247,959</u>        | <u>29,953</u>         | <u>(4,869)</u>           |       | <u>273,043</u>        |
| Operating income (loss)             | <u>54,557</u>         | <u>(10,507)</u>       | <u>          </u>        |       | <u>44,050</u>         |
| Other income (expense):             |                       |                       |                          |       |                       |
| Investment income                   | 179                   |                       |                          |       | 179                   |
| Other charges                       | (5,528)               | (55)                  |                          |       | (5,583)               |
| Interest expense                    | (16,059)              | (2,120)               |                          |       | (18,179)              |
|                                     | <u>33,149</u>         | <u>(12,682)</u>       | <u>          </u>        |       | <u>20,467</u>         |
| Income (loss) before income taxes   | 33,149                | (12,682)              |                          |       | 20,467                |
| Income taxes                        | 12,713                |                       |                          |       | 12,713                |
|                                     | <u>20,436</u>         | <u>(12,682)</u>       | <u>          </u>        |       | <u>7,754</u>          |
| Income (loss)                       | <u>\$ 20,436</u>      | <u>\$ (12,682)</u>    | <u>\$          </u>      |       | <u>\$ 7,754</u>       |
| Basic earnings (loss) per share:    |                       |                       |                          |       |                       |
| Income (loss)                       | <u>\$ 0.40</u>        | <u>\$ (0.25)</u>      | <u>\$          </u>      |       | <u>\$ 0.15</u>        |
| Average shares outstanding          | <u>51,170</u>         | <u>51,170</u>         | <u>51,170</u>            |       | <u>51,170</u>         |
| Diluted earnings (loss) per share:  |                       |                       |                          |       |                       |
| Income (loss)                       | <u>\$ 0.40</u>        | <u>\$ (0.25)</u>      | <u>\$          </u>      |       | <u>\$ 0.15</u>        |
| Average shares outstanding          | <u>51,193</u>         | <u>51,193</u>         | <u>51,193</u>            |       | <u>51,193</u>         |

See accompanying notes to pro forma consolidated financial statements.

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**Pro Forma Consolidated Statement of Operations**  
**For the year ended December 31, 2001**  
(Amounts in thousands, except per share amounts)

|                                     | <u>Historical<br/>infoUSA</u> | <u>Historical<br/>Yesmail</u> | <u>Pro Forma<br/>Adjustments</u> | <u>Notes</u> | <u>Pro Forma<br/>Combined</u> |
|-------------------------------------|-------------------------------|-------------------------------|----------------------------------|--------------|-------------------------------|
| Net sales                           | \$ 288,738                    | \$ 21,167                     | \$ (9,548)                       | (i)          | \$ 300,357                    |
| Costs and expenses:                 |                               |                               |                                  |              |                               |
| Database and production costs       | 80,880                        | 20,722                        | (9,548)                          | (i)          | 92,054                        |
| Selling, general and administrative | 112,402                       | 13,093                        |                                  |              | 125,495                       |
| Depreciation and amortization       | 48,127                        | 2,330                         |                                  |              | 50,457                        |
| Non-cash stock option compensation  | 448                           |                               |                                  |              | 448                           |
| Restructuring charges               | 4,899                         | 502                           |                                  |              | 5,401                         |
| Fixed asset write-downs             |                               | 547                           |                                  |              | 547                           |
| Goodwill write-off                  |                               | 785                           |                                  |              | 785                           |
| Litigation settlement charges       | 1,104                         |                               |                                  |              | 1,104                         |
| Acquisition costs                   | 493                           |                               |                                  |              | 493                           |
|                                     | <u>248,353</u>                | <u>37,979</u>                 | <u>(9,548)</u>                   |              | <u>276,784</u>                |
| Operating income (loss)             | <u>40,385</u>                 | <u>(16,812)</u>               | <u>          </u>                |              | <u>23,573</u>                 |
| Other income (expense):             |                               |                               |                                  |              |                               |
| Investment income                   | 953                           |                               |                                  |              | 953                           |
| Other charges                       |                               | (694)                         |                                  |              | (694)                         |
| Minority interest                   | 282                           |                               |                                  |              | 282                           |
| Interest expense                    | (25,285)                      | (1,139)                       |                                  |              | (26,424)                      |
|                                     | <u>16,335</u>                 | <u>(18,645)</u>               | <u>          </u>                |              | <u>(2,310)</u>                |
| Income (loss) before income taxes   | 16,335                        | (18,645)                      |                                  |              | (2,310)                       |
| Income taxes                        | 11,371                        |                               |                                  |              | 11,371                        |
|                                     | <u>4,964</u>                  | <u>(18,645)</u>               | <u>          </u>                |              | <u>(13,681)</u>               |
| Income (loss)                       | \$ 4,964                      | \$ (18,645)                   | \$                               |              | \$ (13,681)                   |
| Basic earnings (loss) per share:    |                               |                               |                                  |              |                               |
| Income (loss)                       | \$ 0.10                       | \$ (0.37)                     | \$                               |              | \$ (0.27)                     |
|                                     | <u>50,651</u>                 | <u>50,651</u>                 | <u>50,651</u>                    |              | <u>50,651</u>                 |
| Average shares outstanding          | 50,651                        | 50,651                        | 50,651                           |              | 50,651                        |
| Diluted earnings (loss) per share:  |                               |                               |                                  |              |                               |
| Income (loss)                       | \$ 0.10                       | \$ (0.37)                     | \$                               |              | \$ (0.27)                     |
|                                     | <u>50,651</u>                 | <u>50,651</u>                 | <u>50,651</u>                    |              | <u>50,651</u>                 |
| Average shares outstanding          | 50,651                        | 50,651                        | 50,651                           |              | 50,651                        |

See accompanying notes to pro forma consolidated financial statements.



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**Notes to Unaudited Pro Forma Condensed Financial Statements**

(Amounts in thousands)

(1) BASIS OF PRESENTATION

The unaudited pro forma consolidated balance sheet reflects the historical financial position of infoUSA Inc. ( infoUSA ) and Yesmail, Inc. ( Yesmail ) at December 31, 2002, with pro forma adjustments as if the business combination had taken place on December 31, 2002. The unaudited pro forma consolidated statements of operations for the years ended December 31, 2002 and 2001 reflect the historical results of operations of infoUSA and Yesmail, with pro forma adjustments based on the assumption the business combination was effective January 1, 2001.

(2) DESCRIPTION OF TRANSACTION

On February 28, 2003, Yesmail merged with Corporate T, Inc. a wholly owned subsidiary of infoUSA. Consideration for the merger was \$5.0 million in cash, which was funded through existing cash. The acquisition is accounted for using the purchase method of accounting. The aggregate purchase price of the acquisition has been allocated based upon management's best estimate of the fair value of identifiable assets and liabilities of Yesmail at the date of acquisition as follows:

|                             |          |
|-----------------------------|----------|
| Current assets              | \$ 4,386 |
| Property and equipment, net | 1,462    |
| Goodwill                    | 2,984    |
| Current liabilities         | (3,832)  |
|                             | <hr/>    |
| Total                       | \$ 5,000 |
|                             | <hr/>    |

(3) PRO FORMA ADJUSTMENTS TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

Pro Forma Adjustments to Financial Statements

A summary of pro forma adjustments required to give effect to the acquisition of Yesmail as of December 31, 2002 and 2001 are as follows (in 000's):

- (a) Cash An entry has been made to reduce cash by the \$5 million purchase price.
- (b) Restricted Cash An entry has been made to reduce restricted cash by \$1,550 used in a real estate settlement with Yesmail's landlord at the time of acquisition.
- (c) Intercompany receivables and payables An entry has been made for \$136 to remove receivables and payables with WalterKarl/infoUSA.
- (d) Fixed asset reduction An entry has been made to reduce Yesmail's fixed assets by \$855 for Chicago office fixed assets that were part of Yesmail's settlement with landlord.
- (e) Goodwill An entry has been made to record goodwill of \$2,984 as a part of purchase accounting.
- (f) Purchase accounting accrual infoUSA has recorded an accrual for severance of \$500 to be paid to terminated Yesmail employees.
- (g) Payable to Yesmail's former Parent Co. & Stockholders' Equity An entry has been made for \$35,592 to remove Yesmail's payable amount to CMGI, since this amount was forgiven in the acquisition. Entries have been made to eliminate the \$29 in preferred stock, the paid-in capital (\$600,456) and accumulated deficit \$631,156 of Yesmail in consolidation.
- (h) Inter-company sales and change in financial reporting An entry has been made to reduce \$238 in sales and costs between Yesmail and infoUSA during 2002. Yesmail's sales and costs have been reduced by \$4,631 in 2002 to record Yesmail's brokerage sales on a net basis which is consistent with infoUSA's financial reporting.

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- (i) Change in financial reporting Yesmail's sales and costs have been reduced by \$9,548 in 2001 to record Yesmail's brokerage sales on a net basis which is consistent with infoUSA's financial reporting.

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**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 hereunto duly authorized.

infoUSA Inc.  
(Registrant)

Date: May 14, 2003

By: /s/ STORMY L. DEAN

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Stormy L. Dean, Chief Financial  
Officer (for Registrant and as  
Principal Financial Officer)

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**EXHIBIT INDEX**

| <b>EXHIBIT<br/>NO.</b> | <b>DESCRIPTION</b>                                  |
|------------------------|---|
| 23.1                   | Consent of Independent Accountants, filed herewith. |