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

Date of Report (Date of earliest event reported): April 25, 2001

USA NETWORKS, INC.
(Exact name of Registrant as specified in charter)

Delaware
(State or other jurisdiction of incorporation)

0-20570
(Commission File Number)

59-2712887
(IRS Employer Identification No.)

152 West 57th Street, New York, NY
(Address of principal executive offices)

10019
(Zip Code)

Registrant's telephone number, including area code:
(212) 314-7300

ITEM 7. FINANCIAL STATEMENTS, PRO FORMA FINANCIAL INFORMATION AND EXHIBITS
(c) Exhibits
99.1 Press Release of USA Networks, Inc. dated April 25, 2001.
99.2 Supplemental Information.

ITEM 9. REGULATION FD DISCLOSURE
On April 25, 2001, the Registrant issued a press release announcing its esults for the quarter ended March 31, 2001. The full text of this press release, appearing in Exhibit 99.1 hereto, and Supplemental Information, appearing in Exhibit 99.2 hereto, are furnished pursuant to Regulation FD.

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

USA NETWORKS, INC.

By: /s/ Julius Genachowski
Name: Julius Genachowski
Title: Senior Vice President and General Counsel

Date: April 25, 2001
99.1 Press Release of USA Networks, Inc. dated April 25, 2001.
99.2 Supplemental Information.

16\% EBITDA GROWTH AT USAI
EXCEEDS ESTIMATES FOR 20TH CONSECUTIVE QUARTER SINCE INCEPTION REAFFIRMS OVERALL GUIDANCE FOR 2001 AND 2002 COMPANY IS 2ND MOST PROFITABLE IN INTERNET COMMERCE

NEW YORK, April 25, 2001 - USA Networks, Inc. (NASDAQ: USAI) reported results for its quarter ended March 31, 2001.

## HIGHLIGHTS

o Overall guidance remains unchanged for 2001 and 2002, which provides for $18 \%$ and $20 \%$ EBITDA growth, respectively, for the Operating Businesses. USAi expects to grow total EBITDA by at least $25 \%$ annually through 2002. The Company has exceeded EBITDA estimates for five straight years.
o Deriving 61\% of its Q1 revenue from direct consumer transactions, 24\% from subscriptions and production fees, and 15\% from advertising, USAi believes its multiple revenue streams provide a real fundamental advantage in withstanding a slowing general business environment.
o The Operating Businesses increased EBITDA by 16\% to \$268.9 million on 17\% higher revenue to $\$ 1.238$ billion. Five divisions posted record revenues in the period: USA Network, Studios USA, Ticketing, Hotel Reservations Network, and Precision Response.
o USA Network had a record quarter, growing revenue by $10 \%$ to $\$ 216.8$ million and EBITDA by $16 \%$ to $\$ 112.2$ million. SCI FI grew revenue by $11 \%$ and EBITDA by $23 \%$. Studios USA increased revenue by $27 \%$ and EBITDA by $23 \%$.
o HSN grew revenue by $8 \%$ in the United States, including a $14 \%$ increase during March. HSN has continued to grow its sales by a double digit increase in April. These results have been achieved amidst one of the most difficult overall retail environments in nearly a decade.
o Information \& Services is the Company's fastest growing unit and increased its Operating Business revenue by $33 \%$ and EBITDA by $25 \%$ for the period.
o The Company's Internet Commerce Group grew revenue by $89 \%$ to $\$ 182$ million and EBITDA by $70 \%$ to $\$ 39$ million in Q1. Estimating $\$ 750$ million in revenue and $\$ 120$ million in EBITDA in 2001, the group expects to be second in profitability only to eBay in consumer commerce on the Internet. The Internet Commerce Group is comprised of HSN.com, Hotel Reservations Network, Ticketmaster.com and Match.com.

On a comparative pro forma basis, USAi reported the following, excluding discontinued operations:

| ACTUAL | PRO FORMA |  |
| :---: | :---: | :---: |
| Q1 01 | Q1 00 | GROWTH |
|  | MILLIONS) |  |

REVENUES - OPERATING BUSINESSES


| $\$ 437.6$ | $\$ 379.0$ | $15 \%$ |
| ---: | ---: | ---: |
| 385.4 | 358.5 | $8 \%$ |
| 78.9 | 65.8 | $20 \%$ |
| 150.1 | 128.0 | $17 \%$ |
| 105.3 | 55.3 | $91 \%$ |
| 80.7 | 69.6 | $16 \%$ |
| ---------- | .-- |  |
| $1,238.0$ | $1,056.1$ | $17 \%$ |
| $(13.7)$ | $(7.9)$ |  |

Revenues - EMERGING BUSINESSES

| Citysearch, Match.com, and related..... | 20.9 | 17.0 |  |
| :---: | :---: | :---: | :---: |
| Styleclick. | 4.0 | 7.9 |  |
| Electronic Commerce Solutions. | 4.8 | 4.7 |  |
| HSN - other international. | 4.5 | 3.8 |  |
| USA Films. | 51.0 | 30.3 |  |
| Trio, NWI, SCIFI.com, USA Network.com.. | 6.2 | 0.6 |  |
| SUB-TOTAL - EMERGING. | 91.4 | 64.2 |  |
| TOTAL. | \$1,315.7 | \$1,112.4 | 18\% |

EBITDA - OPERATING BUSINESSES


| $\$ 163.4$ | $\$ 138.8$ | $18 \%$ |
| ---: | ---: | :---: |
| 51.7 | 49.4 | $5 \%$ |
| 5.6 | 8.7 | $(35 \%)(\mathrm{b})$ |
| 30.2 | 27.4 | $10 \%$ |
| 15.8 | 8.2 | $94 \%$ |
| 10.0 | 9.5 | $6 \%$ |
| $(7.9)$ | $(9.6)$ |  |
| ------- | --- | -- |
| 268.9 | 232.2 | $16 \%$ |
| $(0.9)$ | $(1.0)$ |  |
| -- | 6.3 |  |

EBITDA - EMERGING BUSINESSES

o Excludes results from USA Broadcasting, the sale of which to Univision was announced in December, 2000.
o Presented as if the acquisitions of Precision Response and Styleclick had occurred at the beginning of the periods presented.
o EBITDA is defined as net income plus, (1) provision for income taxes, (2) minority interest, (3) interest income and expense, (4) depreciation and amortization, (5) amortization of cable distribution fees ( $\$ 8.8$ million and $\$ 8.2$ million, respectively), and (6) amortization of non-cash distribution and marketing expense and non-cash compensation.
(a) In order to present comparable results for HSN Germany, the results have been translated from Euros to U.S. dollars at a constant exchange rate.
(b) HSN Germany's EBITDA growth was impacted primarily by costs associated with adding four hours of daily live programming during Q1 and the implementation of a new sales order system.
(c) Represents one-time credits recognized in Q1 `00 by HSN in connection with a favorable settlement of litigation relating to an HSN broadcast affiliation agreement ( $\$ 4.7$ million) and a cable affiliation agreement (\$1.6 million).

## BUSINESS MIX

61\% of USAi's Q1 revenue came from direct consumer transactions, $24 \%$ was derived from subscriptions and production fees, and 15\% was advertising-related. The operating business of the company's organizational units reported the following:

|  | ACTUAL | PRO FORMA |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (\$ IN MILLIONS) | Q1 01 | Q1 00 | GROWTH | MIX |
| REVENUES - OPERATING BUSINESSES |  |  |  |  |
| Entertainment | \$437.6 | \$379.0 | 15\% | 35\% |
| Electronic retailing. | 464.3 | 424.3 | 9\% | 38\% |
| Information and Services | 336.1 | 252.9 | 33\% | 27\% |
| TOTAL | \$1,238.0 | \$1,056.1 | 17\% | 100\% |
| EBITDA - OPERATING BUSINESSES |  |  |  |  |
| Entertainment. | \$163.4 | \$138.8 | 18\% | 61\% |
| Electronic retailing | 57.3 | 58.1 | -1\%(a) | 21\% |
| Information and Services | 56.1 | 45.0 | 25\% | 21\% |
| Corporate and other | (7.9) | (9.6) |  | (3\%) |
| TOTAL. | \$268.9 | \$232.2 | 16\% | 100\% |

(a) HSN Germany's EBITDA growth was impacted primarily by costs associated with adding four hours of daily live programming during Q1 and the implementation of a new sales order system.

CASH NET INCOME AND EARNINGS PER SHARE

|  | $\begin{gathered} \text { PRO FORMA(a) } \\ \text { Q1 } 01 \end{gathered}$ | $\begin{aligned} & \text { PRO FORMA }(\mathrm{a})(\mathrm{b}) \\ & \text { Q1 } 00 \end{aligned}$ |
| :---: | :---: | :---: |
| Fully converted cash net income per share. | 0.12 | 0.09 |
| Fully converted earnings per share... | 0.02 | (0.01) |
| Cash net income per share. | 0.16 | 0.11 |
| Basic loss per share. | (0.05) | (0.07) |

(a) Amounts based on net income before cumulative effect of accounting change ( $\$ 9.2$ loss million in Q1 '01) and discontinued operations ( $\$ 11.8$ million loss in Q1 '00).
(b) Excluding one-time credits (\$6.3 million, pre-tax, in Q1 `00).

Due to regulatory restrictions, Universal and Liberty own a significant portion of their interests in USAi through USAi subsidiaries. This structure causes USAi to record net losses in situations where net income would otherwise have been recorded if their ownership were entirely in USAi common stock. Fully converted earnings and fully converted cash net income reflect the impact as if all shares exchangeable into common stock had been exchanged during the period.

## ENTERTAINMENT HIGHLIGHTS

USA NETWORK grew revenue by $10 \%$ to $\$ 216.8$ million and EBITDA by $16 \%$ to $\$ 112.2$ million, its best quarter in history.
o USA climbed one-half rating point over five months to tie for \#1 in
February cable primetime. Its Q1 average primetime rating increased 12\% from Q4 '00 to 1.9. Delivery of targeted adults $25-54$ is up more than $30 \%$ from Q1 '00 in primetime on Wednesdays and Saturdays.
o Mark Burnett's ECO-CHALLENGE: BORNEO did a 2.0 rating, nearly doubling its adult 25-54 audience from last year and making it the most viewed ECO-CHALLENGE in its 7-year history.
o ATTILA averaged a 5.8 to become cable's \#2 most watched mini-series in history, behind USA's own MOBY DICK in 1998.
o USA's acquired movies averaged a 1.8 rating in Q1 '01 and increased delivery of adults $25-54$ by $12 \%$ versus Q1 '00.
o USA Sports coverage of 10 professional golf tournaments in Q1 has generated 10\% higher ratings and delivered 31\% more targeted men 25-54 versus last season.
o JAG, cable's top rated acquired strip series, is up 14\% from Q1 '00. NASH BRIDGES, cable's 2nd highest rated acquired strip series, averaged a 2.0 rating in Q1, and WALKER, TEXAS RANGER, has improved its time slot ratings by $70 \%$ vs. Q1 `00.

SCI FI grew revenue by $11 \%$ to $\$ 69.3$ million and EBITDA by $23 \%$ to $\$ 29.7$ million.
o One of the fastest growing cable networks in history, SCI FI surpassed 70 million households in April.
o SCI FI's average primetime rating in Q1 was 0.8 and its average delivery was 565,000.
o SCI FI continues to have the highest concentration of adult viewers 25-54 of any network on television, ranks in the top 10 among basic cable networks in its delivery of adults and men 25-54, and for the last three weeks of March, delivered more viewers in these targeted demos than WB and UPN on Friday night.
o New episodes of SCI FI's Friday night original series - INVISIBLE MAN, FARSCAPE and OUTER LIMITS - have set new rating and delivery records for their regularly scheduled time periods. FARSCAPE'S new episodes are up 38\% from its 2000 average rating.
o CROSSING OVER WITH JOHN EDWARD has improved the 11:00pm and 11:30pm ratings by $33 \%$ versus Q1 '00.
o SCI FI is the \#1 provider of original scripted series in cable primetime.
STUDIOS USA grew net revenue by $27 \%$ to $\$ 151.5$ million, its best ever, and net EBITDA by $23 \%$ to $\$ 21.5$ million.
o LAW \& ORDER, the \#2 drama on television, averaged a 13.2 rating in February, its best sweep performance in history.
o LAW \& ORDER: SVU, the most watched show on Friday by adults 18-49, improved its sweeps rating by $8 \%$ versus $2 / 00$.
o THE DISTRICT, the \#1 rated series on Saturday, is also second highest rated new television drama this season.
o MAURY remains the only syndicated daytime series to grow its ratings in two consecutive years.
o Studios USA is the \#3 producer of primetime and first-run syndicated programming including two of the top four syndicated talk shows and two of the top ten primetime dramas.

|  | Q1 01 | Q1 00 | GROWTH |
| :---: | :---: | :---: | :---: |
| Revenue (\$ IN MILLIONS): |  |  |  |
| USA Network. | \$216.8 | \$196.9 | 10\% |
| SCI FI. | 69.3 | 62.4 | 11\% |
| Studios, net. | 151.5 | 119.6 | 27\% |
| Total. | \$437.6 | \$379.0 | 15\% |
| EBITDA (\$ IN MILLIONS) : |  |  |  |
| USA Network. | \$112.2 | \$97.1 | 16\% |
| SCI FI. | 29.7 | 24.2 | 23\% |
| Studios, net. | 21.5 | 17.5 | 23\% |
| Total. | \$163.4 | \$138.8 | 18\% |
| Households (IN MILLIONS @ 3/31): |  |  |  |
| USA Network. | 81.3 | 77.4 | 5\% |
| SCI FI.. | 69.4 | 60.5 | 15\% |
| ertising and other revenue / affiliate revenue: |  |  |  |
| USA Network mix. | 58:42 | 57:43 |  |
| SCI FI mix.. | 63:37 | 64:36 |  |

USA FILMS' TRAFFIC has generated more than $\$ 120$ million at the box office, and was the 3rd highest-grossing film during Q1 in North America. TRAFFIC garnered four ACADEMY AWARDS for Best Director, Best Screenplay (Adapted), Best Supporting Actor and Best Editing. USA Films' theatrical releases during the period also included IN THE MOOD FOR LOVE and SERIES 7. USA Home Entertainment's Q1 releases included NURSE BETTY, 2001 SUPER BOWL CHAMPION BALTIMORE RAVENS, and USA's original mini-series ATTILA.

## ELECTRONIC RETAILING HIGHLIGHTS

HSN grew revenue by $8 \%$ to $\$ 385.4$ million and EBITDA by $5 \%$ to $\$ 51.7$ million in the United States (excluding one-time credits recognized in Q1 '00).
o HSN added more than 530,000 new customers during the period, increasing its active customer base by $20 \%$ to 4.8 million customers versus March 2000.
o HSN.com sales grew more than $300 \%$ to nearly $\$ 19$ million in Q1 with virtually no incremental customer acquisition costs. 42\% of HSN.com's customers are new to the HSN franchise. Customers shopping on HSN and HSN.com are spending an average $25 \%$ more than they were on HSN TV alone.
o Programming highlights include: HSN became a significant player in the arts and crafts business by acquiring the assets of Craftopia.com; HSN is partnering with GOOD HOUSEKEEPING to develop and launch a line of houseware products found only on the network; HSN will be the exclusive retailer of THE LOOK designed by Randolph Duke, a collection of apparel and accessories from the celebrity designer.

|  | Q1 01 | Q1 00 | GROWTH |
| :---: | :---: | :---: | :---: |
| U.S. units shipped (IN MILLIONS) | 8.4 | 8.3 | 1\% |
| On air gross profit \%.. | 32.3\% | 33.6\% |  |
| On air return rate. | 20.0\% | 20.9\% |  |
| On air product mix: |  |  |  |
| Homegoods. | 49\% | 50\% |  |
| Jewelry. | 26\% | 25\% |  |
| Health / Beauty. | 10\% | 11\% |  |
| Apparel / Accessories | 15\% | 14\% |  |
| HSN cable / DBS homes (IN MILLIONS @ 3/31) | 68.1 | 62.0 | 10\% |
| HSN total homes (IN MILLIONS @ 3/31).. | 79.9 | 75.2 | 6\% |

## ELECTRONIC RETAILING HIGHLIGHTS (CONTINUED)

HSN - INTERNATIONAL
o HSN Germany grew revenue by $20 \%$ in Q1. HSN Germany's EBITDA growth was impacted primarily by costs associated with adding four additional hours of daily live programming during Q1 and the implementation of a new sales order system.
o Home Shopping Espanol expanded into Puerto Rico in February and expects to go into Mexico this spring. HSE attracted 110,000 new customers in Q1 01, a $40 \%$ increase over the year ago period
o HSN also recently launched new services in Italy and a Dutch language service in Belgium and The Netherlands.
o HSN is the world's \#1 distributed television retailer, reaching 154 million households.

|  | TV HOUSEHOLDS |  | LIVE HOURS |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/01 | 3/00 | GROWTH | DAILY 3/01 | STAKE |
| Consolidated Services: | (IN MILLIONS @ 3/31) |  |  |  |  |
| HOT Germany (includes Austria / Switzerland). | 29.7 | 28.2 | 1.5 | 20 hours | 42\% |
| Home Shopping en Espanol (U.S. / Puerto Rico) | 4.5 | 2.7 | 1.8 | 18 hours | 100\% |
| Unconsolidated Services: |  |  |  |  |  |
| TVSN (China). | 17.8 | -- | 17.8 | 5 hours | 21\% |
| Shop Channel (Japan) | 9.4 | 7.2 | 2.2 | 12 hours | 30\% |
| HOT Italia (Italy). | 9.4 | -- | 9.4 | 6 hours | 33\% |
| HOT Thuis Winkelen (Belgium / The Netherlands) | 1.6 | -- | 1.6 | 6 hours | 47\% |
| HOT LeGrand Magasin (France / Belgium). | 1.5 | 1.4 | 0.1 | 8 hours | 47\% |

## INFORMATION \& SERVICES HIGHLIGHTS

TICKETMASTER grew ticketing revenue by $17 \%$ to a record $\$ 150.1 \mathrm{million}$ and EBITDA by $10 \%$ to $\$ 30.2$ million.
o Online ticket sales accounted for a record $29.5 \%$ of total tickets sold by Ticketmaster, versus $19.6 \%$ in Q1 '00.
o Ticketing highlights include: A strategic partnership with AOL covering event ticketing, movie ticketing and personals; the acquisitions of ReserveAmerica and Evite; the installation of Print My Own technology in five new venues; and the installation of Ultimate Fan systems in 3 additional venues

|  | Q1 01 |
| :--- | :--- |

## INFORMATION \& SERVICES HIGHLIGHTS (CONTINUED)

HOTEL RESERVATIONS NETWORK grew revenue by $91 \%$ to a record $\$ 105.2$ million and EBITDA by $94 \%$ to $\$ 15.8$ million.
o HRN expanded into 38 new markets and sold 799,000 room nights during Q1. HRN now has more than 18,600 mostly-exclusive affiliates, including those affiliated with the newly acquired TravelNow.
o HRN is the \#1 provider of discount hotel accommodations worldwide.

|  | Q1 01 | Q1 00 | GROWTH |
| :---: | :---: | :---: | :---: |
| Hotel room nights sold | 799,000 | 429,000 | 86\% |
| Affiliates (including TravelNow) | 18,649 | 6,000 | 211\% |
| Properties. | 3,084 | 1,750 | 76\% |
| Cities served (AS OF 3/31) | 135 | 49 | 176\% |

PRECISION RESPONSE had its best revenue quarter ever, increasing sales by $16 \%$ to \$81 million.
o PRC clients added during the recent period include Orbitz, Mellon Investor Services, and the U.S. Army. The company also expanded its relationships with Avaya and DirectTV.
o PRC is the \#2 inbound teleservices and integrated customer care company in the United States.

## CROSS COMPANY HIGHLIGHTS

o ECO CHALLENGE was a multidimensional success for USAi. USA Networks' 4-day coverage attracted 2.6 million viewers, Mark Burnett's appearance on HSN and HSN.com's new Chat Cafe generated more than $\$ 40,000$ in exclusive merchandise sales, and Citysearch benefited from joint online and radio promotions in NY, LA and Chicago.
o USA Network acquired the exclusive off-network rights to Studios USA's LAW \& ORDER: SPECIAL VICTIMS UNIT and will begin airing the series in September 2003. USA Network also acquired the cable television rights to USA Films' TRAFFIC.
o The Company continues to strengthen its commerce activities in the area of professional sports. ECS now manages commerce on 4 of the top Internet sports sites: NBA.com, NASCAR.com, CBS.SportsLine.com and PGATour.com. In addition, Ticketmaster sells 12 million tickets to major league games and events, USA Films produces and distributes 1 million sports-related videos, HSN sells 250,000 units of merchandise through its NFL SHOP and NBA STORE specials, and USA Network broadcasts live 15 professional sporting events annually.
o Citysearch is now Hotel Reservation Network's 5th largest affiliate, up from \#7 in the fourth quarter.

SHARES OUTSTANDING, MARKET CAPITALIZATION, NET DEBT
As of April 20, 2001, USAi had outstanding 733.6 million shares, including exchangeable securities, with an aggregate market capitalization of approximately $\$ 17.1$ billion. USAi's net debt, including that of its public subsidiaries, offset by an advance receivable to Universal, was approximately $\$ 215$ million as of March 31, 2001. Net debt is expected to be reduced further using net cash proceeds from the sale of USA Broadcasting to Univision.

## STATEMENTS OF OPERATIONS

The actual quarterly results are not comparable due to:

1) the acquisition of Precision Response in April, 2000;
2) the acquisition of Styleclick.com in August 2000; and
3) Ticketmaster's acquisition of TicketWeb.

## ANALYST CONFERENCE CALL

USA Networks, Inc. will audiocast its conference call with analysts and investors discussing the company's first quarter financial results on Wednesday, April 25, 2001, at 12:00 p.m. Eastern Time (ET). The live audiocast is open to the public at WWW.USANETWORKS.COM/INVESTOR.RELATIONS. A replay of the audiocast will begin approximately one hour after its completion at WWW. USANETWORKS.COM/INVESTOR.RELATIONS.

## IMPORTANT DISCLOSURES

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include the information relating to possible or assumed future results of operations of USAi, including those preceded by, followed by or that include the words "believes," "projects," "expects," "anticipates" or similar expressions. These statements reflect the current views of USAi with respect to future events. The following important factors, in addition to those described in USAi's filings with the Securities and Exchange Commission, could affect the future results of USAi, and could cause those results to differ materially from those expressed in the forward-looking statements: material adverse changes in economic conditions in the markets served by our businesses; future regulatory actions and conditions in our businesses' operating areas; competition from others; successful integration of our divisions, including recently acquired businesses; product demand and market acceptance; the ability to protect proprietary information and technology or to obtain necessary licenses on commercially reasonable terms; and obtaining and retaining key executives and employees. These forward-looking statements are made as of the date of this press release, and USAi undertakes no obligation to update or revise them, whether as a result of new information, future events or any other reason.

The financial, statistical and other information contained in this press release and its attachments is unaudited. USA Network and SCI FI ratings and household delivery data per NMR Galaxy Explorer for NHI defined periods versus comparable periods. Subscriber counts based on Nielsen People Meter Installed Sample, March `01 vs. `00. All ratings within each network's coverage area. Studios' syndicated program ratings per NSS (GAA \% where applicable), and broadcast network data per NTI for comparable time periods. Subject to qualifications.

USA Networks, Inc. (NASDAQ: USAI) is focused on the new convergence of entertainment, information and direct selling. Formed in February 1998, the Company is organized into three distinct but interrelated units which include the following assets: USA Entertainment's USA Network, SCI FI Channel, TRIO, NWI, Studios USA, USA Films, and Interactive Entertainment; USA Electronic Retailing's HSN, HSN International, HSN Interactive; and USA Information and Services' Ticketmaster, (NASDAQ: TMCS), Citysearch, com, Match.com, Hotel Reservations Network (NASDAQ: ROOM), Electronic Commerce Solutions, Styleclick, Inc. (NASDAQ: IBUY) and Precision Response Corporation. More at www. usanetworks.com.

MEDIA RELATIONS: Adrienne Becker 212-314-7254

INVESTOR RELATIONS:
Roger Clark
212-314-7400

## (\$ IN THOUSANDS)

THREE MONTHS ENDED MARCH 31,

| ACTUAL | PRO FORMA (a) | ACTUAL |
| :---: | :---: | :---: |
| 2001 | 2000 | 2000 |

REVENUES - OPERATING BUSINESSES
Cable and studios
Electronic retailing - U.S.
Electronic retailing - Germany
437,651
385,372
78,861
150,109
105,286
80,692
$\cdots-\cdots-\cdots$
$-\cdots, 237,971$
$(13,705)$
378,953
358,479
65,798
127,961
55,263
69,649
$-\cdots---$
$1,056,103$
$(7,890)$
\$ 358, 479 65,798 127, 961
Ticketing
Hotel reservations
Teleservices
$(7,890)$

| 20,928 | 16,975 | 16,975 |
| :---: | :---: | :---: |
| 4, 019 | 7,869 | 6,617 |
| 4,749 | 4,666 | 4,666 |
| 4,547 | 3,830 | 3,830 |
| 51, 006 | 30,307 | 30,307 |
| 6,162 | 562 | 562 |
| 91,411 | 64,209 | 62,957 |
| \$ 1, 315, 677 | \$ 1, 112, 422 | \$ 1, 041, 521 |

EBITDA - OPERATING BUSINESSES (b)

Cable and studios
Electronic retailing - U.S.
Electronic retailing - Germany
Ticketing
Hotel reservations
Teleservices
Corporate and other
SUB-TOTAL
Euro's exchange rate fluctuation (c)
Nonrecurring charges (d)

| $\$$ | 163,407 |
| ---: | ---: |
| 51,735 |  |
| 5,645 |  |
| 30,233 |  |
| 15,822 |  |
| 10,017 |  |
| $(7,937)$ |  |
| $\cdots---\cdots$ |  |
| 268,922 |  |
| $(936)$ |  |


| \$ | 138,757 |
| :---: | :---: |
|  | 49,390 |
|  | 8,674 |
|  | 27,383 |
|  | 8,176 |
|  | 9,461 |
|  | $(9,603)$ |
|  | 232, 238 |
|  | $(1,034)$ |
|  | 6,308 |

\$ 138,757 49, 390
8,674
27,383
8,176
$(9,603)$
222,777
$(1,034)$
6,308

| $(11,830)$ |  | $(17,719)$ |  | $(17,719)$ |
| :---: | :---: | :---: | :---: | :---: |
| $(10,436)$ |  | $(10,708)$ |  | $(6,367)$ |
| $(6,482)$ |  | $(5,563)$ |  | $(5,563)$ |
| $(6,414)$ |  | $(1,493)$ |  | $(1,493)$ |
| $(1,035)$ |  | 2,182 |  | 2,182 |
| $(1,699)$ |  | $(2,266)$ |  | $(2,266)$ |
| $(37,896)$ |  | $(35,567)$ |  | $(31,226)$ |
| \$ 230,090 | \$ | 201, 945 | \$ | 196,825 |

(a) Presented as if the acquisitions of Precision Response and Styleclick had occurred at the beginning of the period presented.
(b) EBITDA is defined as net income plus, (1) provision for income taxes, (2) minority interest, (3) interest income and expense, (4) depreciation and amortization, (5) amortization of cable distribution fees of \$8,756 and \$8,223, respectively, and (6) amortization of non-cash distribution and marketing expense and non-cash compensation expense.
(c) In order to present comparable results for Germany, the results have been translated from Euros to U.S. dollars at a constant exchange rate.
(d) Represents one-time credits recognized in Q1 ' 00 by HSN in connection with a favorable settlement of litigation relating to an HSN broadcasting affiliation agreement $(\$ 4,661)$ and a cable affiliation agreement $(\$ 1,647)$.

USA NETWORKS, INC. AND SUBSIDIARIES
Condensed Consolidated Statements of Operations
Unaudited
(\$ IN THOUSANDS, EXCEPT PER SHARE DATA)

## Revenues, net

Operating costs and expenses:
Costs related to revenues
Other costs and expenses
Amortization of non cash distribution and marketing expense (c)
Amortization of non cash compensation expense (d)
Amortization of cable distribution fees
Depreciation and amortization

## Total operating costs and expenses

Operating income
Interest expense, net
Other, net
Earnings before income taxes and minority interest
Income tax expense
Minority interest

Loss from continuing operations, before cumulative effect of accounting change
Cumulative effect of accounting change, net of tax (e)
Net loss from continuing operations (f)
Net loss from continuing operations, excluding one-time charges and non-operating gains, before cum. effect of accounting change

Fully converted net earnings from continuing operations, excluding one-time charges and non-operating gains, before cum. effect of accounting change

Weighted average diluted shares
Weighted average fully converted shares
EPS FROM CONTINUING OPERATIONS, BEFORE CUM. EFFECT OF ACCOUNTING CHANGE:
Basic loss per share
Basic loss per share, excluding one-time charges and non-operating gains

Fully converted earnings per share, excluding one-time charges

EBITDA (g)

THREE MONTHS ENDED MARCH 31,

| PRO FORMA ( a ) | ACTUAL | PRO FORMA ( ${ }^{\text {a }}$ ( $\mathrm{b}^{\text {) }}$ | ACTUAL |
| :---: | :---: | :---: | :---: |
| 2001 | 2001 | 2000 | 2000 |
| \$ 1, 315, 677 | \$ 1, 315, 677 | \$ 1, 112, 422 | \$ 1, 041, 521 |
| 800, 173 | 800, 173 | 665,603 | 611,402 |
| 285,414 | 285,414 | 244, 874 | 233, 294 |
| 8, 017 | 8, 017 | 1,593 | 1,593 |
| 2,512 | 2,512 | 990 | 990 |
| 8,756 | 8,756 | 8,223 | 8,223 |
| 137,599 | 137,599 | 135,198 | 104, 000 |
| 1,242,471 | 1,242,471 | 1, 056,481 | 959, 502 |
| 73,206 | 73,206 | 55,941 | 82,019 |
| $(11,416)$ | $(11,416)$ | $(8,602)$ | $(8,029)$ |
| $(6,522)$ | $(6,522)$ | (637) | (631) |
| 55,268 | 55,268 | 46,702 | 73,359 |
| $(25,457)$ | $(26,462)$ | $(30,273)$ | $(35,073)$ |
| $(49,337)$ | $(46,189)$ | $(40,361)$ | $(45,385)$ |
| $(19,526)$ | $(17,383)$ | $(23,932)$ | $(7,099)$ |
| $(9,187)$ | $(9,187)$ | - | - |
| \$ $(28,713)$ | \$ ( 26,570 ) | \$ $(23,932)$ | \$ (7, 099) |
| \$ $(19,526)$ | \$ $(17,383)$ | \$ $(24,791)$ | \$ $(7,958)$ |
| \$ 11,563 | \$ 13,706 | \$ $(7,724)$ | \$ 17,888 |
| 370,176 | 370,176 | 361,856 | 337,511 |
| 758, 046 | 758, 046 | 752,474 | 728, 129 |
| \$ (.05) | \$ (.05) | \$ (.07) | \$ (.02) |
| \$ (.05) | \$ (.05) | \$ (.07) | \$ (.02) |
| \$ . 02 | \$ . 02 | \$ (.01) | \$ . 02 |
| \$ 230, 090 | \$ 230,090 | \$ 201,945 | \$ 196,825 |

(a) Presented as if the merger of Ticketmaster and TMCS had occurred at the beginning of the period presented. The merger has no impact on revenues or EBITDA. Pro forma results reflect the impact of the merger on minority interest and income taxes.
(b) Presented as if the acquisitions of Precision Response and Styleclick had occurred at the beginning of the period presented.
(c) Amortization of warrants and stock issued in exchange for distribution and marketing services.
(d) Expense relates to the Company's bonus stock purchase program and restricted stock awards.
(e) Represents the cumulative effect of adoption of SOP 00-2, "Accounting by Producers and Distributors of Films".
(f) Q1 '00 excludes the results of USA Broadcasting, the sale of which to Univision was announced in December 2000. The results for the discontinued operations was an after tax loss of $\$ 11,773$.
(g) EBITDA is defined as net income plus, (1) provision for income taxes, (2) minority interest, (3) interest income and expense, (4) depreciation and amortization, (5) amortization of cable distribution fees of $\$ 8,756$ and $\$ 8,223$, respectively, and (6) amortization of non-cash distribution and marketing expense and non-cash compensation expense.
( \$ IN THOUSANDS, EXCEPT PER SHARE DATA )

THREE MONTHS ENDED MARCH 31,

|  | PRO FORMA (a) | ACTUAL | PRO FORMA (a) (b) | ACTUAL |
| :---: | :---: | :---: | :---: | :---: |
|  | 2001 | 2001 | 2000 | 2000 |
| BASIC LOSS PER SHARE: |  |  |  |  |
| Net loss | \$ (19,526) | \$ $(17,383)$ | \$ $(23,932)$ | \$ (7,099) |
| Impact of unusual items, net of tax and minority interest (c) | -- | -- | (859) | (859) |
| BASIC LOSS, EXCLUDING UNUSUAL ITEMS (c) | \$ $(19,526)$ | \$ $(17,383)$ | \$ $(24,791)$ | \$ (7,958) |
| Weighted average basic shares | 370,176 | 370,176 | 361,856 | 337,511 |
| Basic loss per share: | \$ (.05) | \$ (.05) | \$ (.07) | \$ (.02) |
| Basic loss per share excluding unusual items (c) | \$ (.05) | \$ (.05) | \$ (.07) | \$ (.02) |



| CASH NET INCOME: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net loss | \$ | 526 ) | \$ | $(17,383)$ | \$ | $(23,932)$ | \$ | \$ (7, 099) |
| Impact of goodwill amortization, net of tax and minority interest |  | 909 |  | 76,909 |  | 64,721 |  | 60,635 |
| CASH NET INCOME |  | 383 |  | 59,526 |  | 40,789 |  | 53,536 |
| Impact of unusual items, net of tax and minority interest (c) |  |  |  | -- |  | (859) |  | (859) |
| CASH NET INCOME, EXCLUDING UNUSUAL ITEMS ( c) | \$ | 383 | \$ | 59,526 | \$ | 39,930 | \$ | 52,677 |
| Weighted average basic shares |  | 176 |  | 370,176 |  | 361,856 |  | 337,511 |
| Cash net income per share | \$ | . 16 | \$ | . 16 | \$ | . 11 | \$ | . 16 |
| Cash net income per share, excluding unusual items (c) | \$ | 16 | \$ | . 16 | \$ | . 11 | \$ | . 16 |
| FULLY CONVERTED NET EARNINGS: |  |  |  |  |  |  |  |  |
| Net loss | \$ | $526)$ | \$ | $(17,383)$ | \$ | $(23,932)$ | \$ (7, 099) |  |
| Impact of minority interest, net of tax |  | 089 |  | 31, 089 |  | 20,045 | 28,824 |  |
| FULLY CONVERTED NET EARNINGS |  | 563 |  | 13,706 |  | $(3,887)$ | 21,725 |  |
| Impact of unusual items, net of tax and minority interest (c) |  | - |  | -- |  | $(3,837)$ | $(3,837)$ |  |
| FULLY CONVERTED NET EARNINGS, EXCLUDING UNUSUAL ITEMS (c) | \$ | 563 | \$ | 13,706 | \$ | $(7,724)$ | \$ 17,888 |  |
| Weighted average fully converted shares | 758, 046 |  | 758, 046 |  | 752,474 |  | 728,129 |  |
| Fully converted earnings per share | \$ | . 02 | \$ | . 02 | \$ | (.01) | \$ | . 03 |
| Fully converted earnings per share, excluding unusual items (c) | \$ | . 02 | \$ | . 02 | \$ | (.01) | \$ | . 02 |


| FULLY CONVERTED CASH NET INCOME: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net loss | \$ (19, 526) | \$ (17, 383$)$ | \$ (23, 932) | \$ (7, 099) |
| Impact of minority interest, net of tax | 31, 089 | 31, 089 | 20,045 | 28,824 |
| Impact of goodwill amortization, net of tax and minority interest | 76,909 | 76,909 | 79,209 | 60,635 |
| FULLY CONVERTED CASH NET INCOME | 88,472 | 90,615 | 75,322 | 82,360 |
| Impact of unusual items, net of tax and minority interest (c) | -- | -- | $(3,837)$ | $(3,837)$ |
| FULLY CONVERTED CASH NET INCOME, EXCLUDING UNUSUAL ITEMS ( c) | \$ 88,472 | \$ 90,615 | \$ 71,485 | \$ 78,523 |
| Weighted average fully converted shares | 758, 046 | 758, 046 | 752,474 | 728,129 |
| Fully converted cash net income per share | \$ . 12 | \$ . 12 | \$ . 10 | \$ . 11 |
| Fully converted cash net income per share, excluding unusual items (c) | \$ . 12 | \$ . 12 | \$ . 09 | \$ . 11 |

(a) Presented as if the merger of Ticketmaster and TMCS had occurred at the beginning of the period presented. The merger has no impact on revenues or EBITDA. Pro forma results reflect the impact of the merger on minority interest and income taxes.
(b) Presented as if the acquisitions of Precision Response and Styleclick had occurred at the beginning of the period presented.
(c) Excludes one time charges and non-operating gains.

USA NETWORKS, INC.
PRO FORMA SEGMENT RESULTS
\$ IN MILLIONS; ROUNDING DIFFERENCES MAY EXIST. UNAUDITED.

| REVENUE | 1999 |
| :---: | :---: |
|  | YE 12/3 |

## OPERATING BUSINESSES

| Cable and studios | 1,304.7 | 379.0 | 390.7 | 336.0 | 424.8 | 1,530.5 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Electronic retailing - U.S. | 1,332.9 | 358.5 | 344.0 | 368.8 | 462.1 | 1,533.3 |
| Electronic retailing - Germany | 166.7 | 65.8 | 57.1 | 62.7 | 74.0 | 259.6 |
| Ticketing | 442.7 | 128.0 | 143.0 | 124.9 | 122.7 | 518.6 |
| Hotel reservations | 161.8 | 55.3 | 78.1 | 94.6 | 100.0 | 328.0 |
| Teleservices | 215.9 | 69.6 | 70.2 | 70.2 | 72.1 | 282.1 |
| Other | 6.9 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| SUB-TOTAL | 3,631.7 | 1,056.1 | 1,083.1 | 1,057.3 | 1,255.6 | 4,452.0 |
| German DM exchange rate fluctuation |  | (7.9) | (6.7) | (8.9) | (11.8) | (35.3) |
| Emerging Businesses |  |  |  |  |  |  |
| Citysearch, Match.com and related | 36.3 | 17.0 | 20.2 | 21.6 | 21.2 | 80.0 |
| Styleclick | 35.1 | 7.9 | 6.3 | 5.3 | 4.8 | 24.2 |
| Electronic Commerce Solutions | 20.2 | 4.7 | 3.8 | 7.2 | 8.7 | 24.3 |
| HSN - international and other | 8.9 | 3.8 | 3.6 | 4.4 | 9.4 | 21.3 |
| USA Films | 82.1 | 30.3 | 20.8 | 14.5 | 20.5 | 86.1 |
| Trio, NWI, SCIFI.com, USA Network.com | 1.2 | 0.6 | 3.7 | 8.6 | 7.5 | 20.3 |
| SUB-TOTAL | 183.9 | 64.2 | 58.4 | 61.5 | 72.1 | 256.3 |
| Total | 3,815.6 | 1,112.4 | 1,134.8 | 1,109.9 | 1,315.9 | 4,673.0 |
| USA Network | 757.7 | 196.9 | 208.9 | 200.5 | 201.4 | 807.8 |
| SCI FI | 198.5 | 62.4 | 71.3 | 64.6 | 78.4 | 276.7 |
| Studios, net | 348.6 | 119.6 | 110.5 | 71.0 | 144.9 | 446.0 |
| Cable and studios | 1,304.7 | 379.0 | 390.7 | 336.0 | 424.8 | 1,530.5 |

Operating Businesses
Entertainment
Electronic retailing
Information and servict

Information and services
Corporate and other
SUB-TOTAL

| 1,304.7 | 379.0 | 390.7 | 336.0 |
| :---: | :---: | :---: | :---: |
| 1,499.6 | 424.3 | 401.1 | 431.5 |
| 820.5 | 252.9 | 291.3 | 289.7 |
| 6.9 | 0.0 | 0.0 | 0.0 |
| 3,631.7 | 1,056.1 | 1,083.1 | 1,057.3 |

424.8
536.0
294.8
0.0
------
$1,255.6$
-------

1,530.5
1,792.9
1,128.7
0.0
----1

4,452.0

REVENUE

| Q1 | Q2 | Q3 | Q4 | YTD 3/31 |
| :---: | :---: | :---: | :---: | :---: |

OPERATING BUSINESSES

| Cable and studios | 437.7 |  | 437.7 |
| :---: | :---: | :---: | :---: |
| Electronic retailing - U.S. | 385.4 |  | 385.4 |
| Electronic retailing - Germany | 78.9 |  | 78.9 |
| Ticketing | 150.1 |  | 150.1 |
| Hotel reservations | 105.3 |  | 105.3 |
| Teleservices | 80.7 |  | 80.7 |
| Other | 0.0 |  | 0.0 |
| SUB-TOTAL | 1,238.0 |  | 1,238.0 |
| German DM exchange rate fluctuation | (13.7) |  | (13.7) |
| Emerging Businesses |  |  |  |
| Citysearch, Match.com and related | 20.9 |  | 20.9 |
| Styleclick | 4.0 |  | 4.0 |
| Electronic Commerce Solutions | 4.7 |  | 4.7 |
| HSN - international and other | 4.5 |  | 4.5 |
| USA Films | 51.0 |  | 51.0 |
| Trio, NWI, SCIFI.com, USA Network.com | 6.2 |  | 6.2 |
| SUB-TOTAL | 91.4 |  | 91.4 |
| Total | 1,315.7 |  | 1,315.7 |
| USA Network | 216.8 |  | 216.8 |
| SCI FI | 69.3 |  | 69.3 |
| Studios, net | 151.5 |  | 151.5 |

 Information and services Corporate and other

SUB-TOTAL
437.7
437.7
464.2
336.1
36.1
0.0

1,238. 0
464.2 336.1

...................1,238.0 1,238. 0

THE FINANCIAL, STATISTICAL AND OTHER INFORMATION CONTAINED HEREIN IS

## UNAUDITED.

As filed with the Securities and Exchange Commission on April 25, 2001.

USA NETWORKS, INC.
PRO FORMA RESULTS OF OPERATIONS (AS REPORTED)
\$ IN MILLIONS; ROUNDING DIFFERENCES MAY EXIST. UNAUDITED.

| P\&L | 1999 |  |  |  |  |  | $2000$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 12/31* |  | Q1 |  | Q2 * | Q3 * |  | Q4 |  | 12/31 * |
| Date Reported: |  | 02/03/00 |  | 4/27/00 |  | 7/26/00 | 10/26/00 |  | 2/01/01 |  | 2/01/01 |
| Revenues, net |  | 3,815.6 |  | 1,112.4 |  | 1,098.1 | 1,115.2 |  | 1,315.9 |  | 4,673.0 |
| Operating costs and expenses: |  |  |  |  |  |  |  |  |  |  |  |
| Costs related to revenues |  | 2,301.7 |  | 665.6 |  | 638.8 | 673.6 |  | 801.3 |  | 2,812.4 |
| Other costs and expenses |  | 855.1 |  | 244.9 |  | 280.1 | 281.8 |  | 278.6 |  | 1,064.4 |
| Amort. of non-cash distribution |  |  |  |  |  |  |  |  |  |  |  |
| Depreciation |  | 119.2 |  | 36.5 |  | 42.9 | 46.3 |  | 54.0 |  | 166.1 |
| Amortization of goodwill |  | 374.0 |  | 108.0 |  | 96.7 | 108.9 |  | 135.1 |  | 467.3 |
| Total operating costs |  | 3,650.1 |  | 1,056.5 |  | 1,060.0 | 1,113.3 |  | 1,276.1 |  | 4,521.7 |
| Operating income |  | 165.4 |  | 55.9 |  | 38.0 | 1.9 |  | 39.8 |  | 151.3 |
| Interest expense, net |  | (50.2) |  | (8.6) |  | (8.8) | (9.6) |  | (10.3) |  | (35.0) |
| Gain on disposition of television station |  | 0.0 |  | 0.0 |  | 0.0 | 0.0 |  | 0.0 |  | 0.0 |
| Gain on sale of securities |  | 89.7 |  | 0.0 |  | 0.0 | 0.0 |  | 0.0 |  | 0.0 |
| Other, net |  | (4.9) |  | (0.6) |  | (1.9) | 69.9 |  | (18.1) |  | 49.3 |
|  |  | 34.6 |  | (9.2) |  | (10.7) | 60.3 |  | (28.3) |  | 14.3 |
| Earnings before income taxes and |  |  |  |  |  |  |  |  |  |  | 165.7 |
| Income tax expense |  | (83.9) |  | (30.3) |  | (19.0) | (23.0) |  | (26.3) |  | (113.0) |
| Minority interest |  | (136.7) |  | (40.4) |  | (36.9) | (58.6) |  | (14.4) |  | (128.5) |
| Loss before cumulative effect of accounting change |  | (20.5) |  | (23.9) |  | (28.6) | (19.5) |  | (29.2) |  | (75.9) |
| Cumulative effect of accounting change, net of tax |  | 0.0 |  | 0.0 |  | 0.0 | 0.0 |  | 0.0 |  | 0.0 |
| Net loss from continuing operations |  | (20.5) |  | (23.9) |  | (28.6) | (19.5) |  | (29.2) |  | (75.9) |
| Weighted average diluted shares |  | 352.6 |  | 361.9 |  | 362.0 | 367.8 |  | 368.3 |  | 366.0 |
| Weighted average fully converted shares |  | 745.8 |  | 752.5 |  | 748.5 | 754.8 |  | 752.6 |  | 747.4 |
| Basic earnings per share | \$ | (. 06 ) | \$ | (.07) | \$ | (.08) | (.05) | \$ | (.08) | \$ | (.21) |
| Diluted earnings per share | \$ | (.06) | \$ | (.07) | \$ | (.08) | (.05) | \$ | (.08) | \$ | (.21) |
| Fully converted earnings per share | \$ | . 12 | \$ | (.01) | \$ | . 01 | . 04 | \$ | (.00) | \$ | . 05 |
| EBITDA |  | 658.7 |  | 201.8 |  | 179.2 | 159.8 |  | 236.0 |  | 796.3 |
| Excluding one-time charges and non-operating gains: |  |  |  |  |  |  |  |  |  |  |  |
| Cash net income earnings per share |  |  | \$ | . 11 | \$ | . 11 | \$ . 07 | \$ | . 21 |  |  |
| Fully converted earnings per share | \$ | . 05 | \$ | (.01) | \$ | . 01 | (.02) | \$ | . 03 | \$ | . 03 |
| Fully converted cash net income earnings per share |  |  | \$ | . 09 | \$ | . 10 | \$ . 10 | \$ | . 15 |  |  |
| P\&L |  |  |  |  |  | 200 |  |  |  |  |  |
|  |  | Q1 |  | Q2 |  | Q3 |  | Q4 |  |  | YE 12/31 |
| Date Reported: |  | 04/25/01 |  |  |  |  |  |  |  |  |  |
| Revenues, net |  | 1,315.7 |  |  |  |  |  |  |  |  |  |
| Operating costs and expenses: |  |  |  |  |  |  |  |  |  |  |  |
| Costs related to revenues |  | 800.2 |  |  |  |  |  |  |  |  |  |
| Other costs and expenses |  | 285.4 |  |  |  |  |  |  |  |  |  |
| Amort. of non-cash distribution and marketing expense |  | 8.0 |  |  |  |  |  |  |  |  |  |
| Depreciation |  | 48.7 |  |  |  |  |  |  |  |  |  |
| Amortization of goodwill |  | 100.2 |  |  |  |  |  |  |  |  |  |
| Total operating costs |  | 1,242.5 |  |  |  |  |  |  |  |  |  |


| Interest expense, net |  | (11.4) |
| :---: | :---: | :---: |
| Gain on disposition of television station |  | 0.0 |
| Gain on sale of securities |  | 0.0 |
| Other, net |  | (6.5) |
|  |  | (17.9) |
| Earnings before income taxes and minority interest |  | 55.3 |
| Income tax expense |  | (25.5) |
| Minority interest |  | (49.3) |
| Loss before cumulative effect of accounting change |  | (19.5) |
| Cumulative effect of accounting change, net of tax |  | (9.2) |
| Net loss from continuing operations |  | (28.7) |
| Weighted average diluted shares |  | 370.2 |
| Weighted average fully converted shares |  | 758.0 |
| Basic earnings per share | \$ | (.05) |
| Diluted earnings per share | \$ | (.05) |
| Fully converted earnings per share | \$ | . 02 |
| EBITDA |  | 229.3 |
| Excluding one-time charges and non-operating gains: |  |  |
| Basic and diluted earnings per share | \$ | (.05) |
| Cash net income earnings per share | \$ | . 16 |
| Fully converted earnings per share | \$ | . 02 |
| Fully converted cash net income earnings per share | \$ | . 12 |

* AS REPORTED. MAY NOT AGREE WITH PROFORMA REVENUE AND EBITDA RESULTS ABOVE. THE FINANCIAL, STATISTICAL AND OTHER INFORMATION CONTAINED HEREIN IS UNAUDITED. As filed with the Securities and Exchange Commission on April 25, 2001.

|  | 2000 |  |  |  |  | 2001 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| YE | Q1 | Q2 | Q3 | Q4 | YE | Q1 |

USA NETWORK

| Advertising and other revenue | $56 \%$ | $57 \%$ | $58 \%$ | $57 \%$ | $55 \%$ | $58 \%$ | $58 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Affiliate revenue | $44 \%$ | $43 \%$ | $42 \%$ | $43 \%$ | $45 \%$ | $42 \%$ | $42 \%$ |
| Average primetime rating | 2.4 | 2.4 | 2.2 | 2.0 | 1.7 | 2.1 | 1.9 |
| Households (end of period) | 77.2 | 77.4 | 78.2 | 79.4 | 79.9 | 79.9 | 81.3 |

SCI FI CHANNEL

| Advertising and other revenue | $59 \%$ | $64 \%$ | $66 \%$ | $62 \%$ | $67 \%$ | $65 \%$ | $63 \%$ |
| :--- | :---: | :---: | :---: | :---: | :---: | ---: | ---: |
| Affiliate revenue | $41 \%$ | $36 \%$ | $34 \%$ | $38 \%$ | $33 \%$ | $35 \%$ | $37 \%$ |
| Average primetime rating | 0.8 | 0.9 | 0.8 | 0.9 | 0.9 | 0.9 | 0.8 |
| Households (end of period) | 59.7 | 60.5 | 62.7 | 65.1 | 66.7 | 66.7 | 69.4 |

TRIO Households (end of period)
NWI Households (end of period)

| 2000 |  |  |  |  | 2001 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 | Q2 | Q3 | Q4 | YE | Q1 |
|  |  | 6.9 | 7.3 | 7.3 | 8.8 |
|  |  | 6.5 | 6.7 | 6.7 | 8.0 |

USA NETWORK AND SCI FI RATINGS AND HOUSEHOLD DELIVERY DATA ARE SOURCED FROM NMR GALAXY EXPLORER. SUBSCRIBER COUNTS ARE BASED ON NIELSEN PEOPLE METER INSTALLED SAMPLES.
THE FINANCIAL, STATISTICAL AND OTHER INFORMATION CONTAINED HEREIN IS UNAUDITED.
As filed with the Securities and Exchange Commission on April 25, 2001.

|  | 2000 |  |  |  |  | 2001 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| YE | Q1 | Q2 | Q3 | Q4 | YE | Q1 |

HSN - Domestic

| U.S. units shipped | 32.0 | 8.3 | 7.9 | 8.4 | 9.6 | 34.2 | 8.4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| On-air gross profit\% | 34.3\% | 33.6\% | 34.7\% | 34.7\% | 32.7\% | 33.8\% | 32.3\% |
| On air product mix: |  |  |  |  |  |  |  |
| Homegoods | 49\% | 50\% | 46\% | 49\% | 55\% | 51\% | 49\% |
| Jewelry | 27\% | 25\% | 28\% | 27\% | 25\% | 26\% | 26\% |
| Heath/Beauty | 11\% | 11\% | 13\% | 9\% | 8\% | 10\% | 10\% |
| Apparel/Accessories | 13\% | 14\% | 13\% | 15\% | 12\% | 13\% | 15\% |
| On air return rate | 20.3\% | 20.9\% | 19.6\% | 20. 2\% | 19.2\% | 19.9\% | 20.0\% |
| HSN cable/DBS HH (end of period) | 60.6 | 62.0 | 63.2 | 64.6 | 65.6 | 65.6 | 68.1 |
| HSN total HH (end of period) | 73.7 | 75.2 | 76.4 | 75.9 | 76.8 | 76.8 | 79.9 |
| America's Store FTE's (end of period) | 8.3 | 8.8 | 8.8 | 9.0 | 8.6 | 8.6 | 8.3 |

THE FINANCIAL, STATISTICAL AND OTHER INFORMATION CONTAINED HEREIN IS UNAUDITED. As filed with the Securities and Exchange Commission on April 25, 2001.


## TICKETMASTER

| Number of tickets sold(mm) |  | 75.0 |  | 21.8 |  | 22.3 |  | 20.2 |  | 18.7 |  | 83.0 |  | 23.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross value of tickets sold(mm) | \$ | 2,781 | \$ | 812 | \$ | 881 | \$ | 782 | \$ | 781 | \$ | 3,256 | \$ | 937 |
| Share of tickets sold online |  | 13.4\% |  | 19.6\% |  | 25.5\% |  | 25.6\% |  | 27.9\% |  | 24.5\% |  | 29.5\% |
| Revenue per ticket | \$ | 5.25 | \$ | 5.44 | \$ | 5.89 | \$ | 5.67 | \$ | 5.87 | \$ | 5.71 | \$ | 5.96 |

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| 1999 |  | 2000 |  |  |  | 2001 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| YE | Q1 | Q2 | Q3 | Q4 | YE | Q1 |

## HOTEL RESERVATIONS NETWORK

| Hotel room nights sold (thousands) | 1,229 | 429 | 587 | 717 | 700 | 2,433 | 799 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Affiliates (including TravelNow) |  | 6,000 |  |  |  |  | 18,649 |
| Properties | 1,500 | 1,750 | 1,950 | 2,150 | 2,700 | 2,700 | 3, 084 |
| Cities served | 40 | 49 | 60 | 83 | 97 | 97 | 135 |


| Ticker (NASDAQ) | USAI |
| :---: | :---: |
| USAi Common Stock | 309.5 |
| USAi Class B | 63.0 |
| USAi Exchangeable Common Stock | 213.0 |
| USAi Exchangeable Class B | 148.1 |
| Total Shares Outstanding | 733.6 |
| Estimated dilutive options (treasury method) | 41.0 |
| Fully diluted shares | 774.6 |

Outstanding equity cap
Fully diluted equity cap
\$17.1 billion
\$18.1 billion

BUSINESS MIX

| Revenue sources (Q1 '01): |  |
| :---: | :---: |
| Merchandise | 35\% |
| Ticketing | 11\% |
| Teleservices / ECS | 7\% |
| Hotel rooms | 8\% |
| Commerce | 61\% |
| Advertising | 15\% |
| Affiliate fees and subscriptions | 9\% |
| Production and distribution | 15\% |
| Media | 39\% |
| Online (\% of total) | 16\% |
| International (\% of total) | 10\% |

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