# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

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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):

March 6, 2001

USA NETWORKS, INC.

(Exact Name of Registration business as Specified in Its Charter)

Delaware (State or other Jurisdiction (Commission File of incorporation)

0-20570 Number)

59-2712887 (I.R.S. Employer Identification Number)

152 West 57th Street, New York, New York 10019 (Address, including zip code, of Principal Executive Offices)

(212) 314-7300 (Registrant's telephone number including area code) Item 7(c). Exhibits.

99.1 Investor Presentation Materials, dated March 6, 2001, for use at the Bear Stearns Media, Entertainment, and Information Conference.

# Item 9. Regulation FD Disclosure

On March 6, 2001, the Registrant presented at the Bear Stearns Media, Entertainment, and Information Conference. A copy of the Registrant's investor presentation materials for such conference, appearing in Exhibit 99.1 hereto, is furnished and not filed pursuant to Regulation FD.

## **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.

Date: March 6, 2001

USA NETWORKS, INC.

By: /s/ Julius Genachowski

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Name: Julius Genachowski

Title: Senior Vice President and

General Counsel

# Slide 1: (logo) USA Networks Inc

# Slide 2: Important

This presentation contains forward-looking statements relating to possible or assumed future results of USAi. It reflects the current views of USAi with respect to future events, and are subject to risks that could cause future results to materially differ. These risks are described in USAi's Securities and Exchange Commission filings. The forward-looking statements in this presentation are made as of the date of this presentation, and USAi undertakes no obligation to update or revise them for any reason. These statements do not include the potential impact of any mergers, acquisitions or other business combinations that may be completed in the future. This presentation reflects estimates that USAi is comfortable releasing to analysts and the public.

## Slide 3

Entertainment

(logos) USA Network, Sci Fi Channel, Trio, NWI, Studios USA, USA Films

## Electronic Retailing

(logos) Home Shopping Network, America's Store, Home Shopping Espanol, HOT Germany, Shop Channel, HSN.com

#### Information & Services

(logos) Ticketmaster, Ticketmaster.com, Citysearch.com, Match.com, HRN, Styleclick, USA ECS, PRC

## Slide 4: EBITDA Growth - Operating Businesses

(graphic) Timeline depicting when divisions became part of USA Networks, Inc.

- 1995 USA Broadcasting
- 1996 Home Shopping Network
- 1997 Ticketmaster, Shop Channel, HOT Germany
- 1998 USA Network, Sci Fi Channel, Studios USA, Citysearch.com, Home Shopping Espanol
- 1999 Hotel Reservations Network, Match.com, One & Only Network, USA Films, HSN.com
- 2000 Trio, NWI, TVSN, Precision Response Corp, Styleclick, ECS

From \$17 million in 1995 to estimated \$1.14 billion in 2001 and \$1.38 billion in 2002

CAGR=26% per share (1995-2002E)

# Management unaudited estimates.

Estimated illustrative pro forma from year of acquisition.

# Slide 5: Perspective

	2001E	2002E
	\$1,140	\$1,380
+	(125)	(50)
=	\$1,015	\$1,330
	17.7x	13.5x
	16.7x	12.7x
	?	?
	?	?
		\$1,140 + (125) = \$1,015 17.7x 16.7x

Management unaudited estimates.

## Slide 6: Entertainment

(logos) USA Network, Sci Fi Channel, Trio, NWI, Studios USA, USA Films

# Slide 7 (logo) USA Network

Slide 8: Ratings Momentum - Primetime (graphic) bar chart of USA Network ratings and rank

	Rank	Rating
October '00	#6	1.5
November '00	#3 tie	1.7
December '00	#2 tie	1.8
January '01	#2 tie	1.9
February '01	#1 tie	2.0

Source: NMR Galaxy Explorer (primetime M-Su 8-11pm) Management unaudited estimates.

Slide 9: New and Diverse Programming

- o Embracing general entertainment
- o Escapist and gender-balanced
- o High-caliber creative talent
- o Theme / events orientation
  - o Original movies and mini-series
    - o e.g., Attila
    - o "Mystery Night"
  - o Mark Burnett
    - o Eco-Challenge
    - o Combat Missions

(graphic) picture from Eco-Challenge (logo) Eco-Challenge

Slide 10 (logo) SCI FI

Slide 11 - Superior Growth o 50% EBITDA CAGR 1997 - 2002E

(\$ in millions)

(graphic) SCI FI EBITDA 1997 through 2002E

1997	\$23
1998	\$45
1999	\$69
2000	\$102
2001E	\$130
2002F	\$180

Management unaudited estimates.

Slide 12: Crossing Over with John Edward o On SCI FI

- o 33% higher ratings
- o 81% increase in W25-54

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o Dual-Platform
    o Fall 2001 syndication
    o >90% clearance
Source: Ratings per NMR (Q4 '00 vs. Q4 '99)
Slide 13: Distribution Strength
o Significant reach
    o USA Network - 81 million U.S. homes
    o SCI FI - 69 million U.S. homes
o Affiliate revenue
    o USA Network - approximately 45% of total revenue
    o SCI FI - approximately 35% of total revenue
o Recent long-term MSO renewals
Source: NMR People Meter Installed Sample (March '01)
Management unaudited estimates.
Slide 14
(logo) Studios USA
Slide 15: Law & Order Franchise
Law & Order
o Longest-running 1-hour drama in history
o #2 drama in primetime
o TNT syndication begins Fall 2001
Law & Order: Special Victims Unit
o #1 in Friday primetime A18-49
o USA Network run increases delivery 11%
Law & Order: Criminal Intent
o Premieres on NBC in Fall 2001
Trial & Error
o Premieres on NBC in Fall 2001
Source: NTI (10/2/00-2/25/01), NSS (10/2/00-2/11/01), NHI (10/29/00-2/25/01)
Slide 16: Maury
o Relaunched by Studios USA in 1998
o Only strip show to grow in each of past 3 seasons
o Up 44% since relaunch vs. 17% average decline for other talk strips
(graphic) bar chart of Maury's ratings Q2 '98 through Q1 '01
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2.9

# Paramount

Q2 '98

Q3 '98	2.8
Studios USA	
Q4 '98	3.0
Q1 '99	3.4
Q2 '99	3.0

'99	3.3
'99	3.2
00'	3.8
00'	3.6
00'	3.9
00'	3.5
'01	3.9
	'99 '00 '00 '00

Source: NSS as dated (HH GAA%) current through 2/11/01

Slide 17: Electronic Retailing (logos) Home Shopping Network, America's Store, Home Shopping Espanol, HOT Germany, Shop Channel, HSN.com, TVSN

Slide 18: Domestic Growth o 13% Revenue CAGR 1997-2002E o 14% EBITDA CAGR 1997-2002E

(\$ in millions)

(graphic) bar chart of HSN's revenue & EBITDA 1997 through 2002E

	Revenue	EBITDA
1997	\$1,114	\$166
1998	\$1,198	\$180
1999	\$1,333	\$215
2000	\$1,533	\$237
2001E	\$1,700	\$275
2002E	\$2,010	\$325

Management unaudited estimates.

Slide 19: Selling Platforms Fun, Informative, Interactive o On Air

o On Line

o Off Air

Slide 20: On Air

- o Build Brand Awareness
- o Attract New Customers
- o Product Depth-of-Sale
- o Leverage Infrastructure

(graphic) picture of HSN television screen selling NFL merchandise

Slide 21: On Line

- o 40% are new customers to HSN
- o 15% migrate to HSN TV and make a purchase
- o Multichannel customers spend 25% more

(graphic) picture of HSN.com

Management unaudited estimates.

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Slide 22: Off Air
o Added value to customers
    o Upsells
    o Continuity
o Uses no air time
o Approximately $100 million incremental sales
o Enhancing the customer experience
(graphic) picture of HSN operator and a picture of HSN customer
Management unaudited estimates.
Slide 23: Marketing
o Database
    o Direct Mail
    o Outbound telemarketing
    o Loyalty programs
o Local
    o Radio promotions
    o Acquisition direct mail
    o Community / charitable
(graphic) picture of HSN magazine cover
Slide 24: The Americas
(graphic) map showing current markets, 2001 expected launches, and future
markets in North and South America
Slide 25: Europe
(graphic) map showing current markets, 2001 expected launches, and future
markets in Europe
Slide 26: Asia Pacific
(graphic) map showing current markets, 2001 expected launches, and future
markets in Asia
Slide 27: Global TS
(graphics) pictures of HSN International TV screens in USA, Puerto Rico, China,
Belgium & France, Germany, Japan
Slide 28: Circle of Commerce
Fun, Informative, Interactive
 - TV
 - Internet
 - Off Air
 - DRTV
 - Catalog
 - Wireless
 - Contextual Commerce
 - Digital Tiers
 - iTV
 - B&M
Slide 29: Information & Services
(logos) Ticketmaster, Citysearch.com, Match.com, HRN, Styleclick, USA ECS, PRC
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Slide 30: Infrastructure

(graphic) money

Retail value of transactions (annually) - \$5 billion

(graphic) telephone

Inbound phone minutes (annually) - 1 billion

(graphic) computer

Orders processed (annually) - 75 million

(graphic) credit cards

Credit card transactions (annually) - 60 million

(graphic) envelope

Items shipped (annually) - 40 million

(graphic) telephone operator

Customer service centers - 34

(graphic) boxes on cart

Fulfillment centers square feet - 2.5 million

(graphic) group of people

Customer database - 30 million

Operating estimates for the next twelve months.

Slide 31

(logo) USA ECS

Slide 32: ECS Growth

- o 78% Revenue CAGR 2001E-2005E
- o Break-even expected by 2002

(graphic) bar chart of ECS revenue and EBITDA 2001E through 2005E

	Revenue	EBITDA
2001E	\$65	(\$5)
2002E	\$95	\$5
2003E	\$200	\$30
2004E	\$400	\$70
2005E	\$650	\$125

Management unaudited estimates.

Slide 33: A Big League Player

- o 4 top-10 sports sites
- o 12 million tickets
- o 1 million videos / DVDs
- o 250,000 units of merchandise
- o Exhibit 14 live TV events

(logos) CBS Sportsline.com, NBA, Nascar.com, PGA Tour, NFL, MLB, NHL

Source: PC Data Online (2/01) for sports site ranking Management unaudited estimates.

Slide 34: Real Online Businesses

- o 4 profitable internet businesses
- o \$1 billion retail transactions
- o Operate at scale
- o Our merchandising
- o Own the inventory
- o Know pricing / margins
- o Smart use of media

(logos) Ticketmaster, HSN.com, HRN, Match.com

Management unaudited estimates.

Slide 35 (logo) USA Networks Inc

Focused on the new convergence of entertainment, information, and direct selling.

Slide 36 (logo) USA Networks Inc