## 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): July 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) (Zip Code)

Registrant's telephone number, including area code:
(212) 314-7300
(c) Exhibits.
99.1 Press Release of USA Networks, Inc. dated July 25, 2001. 99.2 Supplemental Information.

ITEM 9. REGULATION FD DISCLOSURE
On July 25, 2001, the Registrant issued a press release announcing its results for the quarter ended June 30, 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.

## 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 thereunto duly authorized.

USA NETWORKS, INC.

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

Date: July 25, 2001

## EXHIBIT INDEX

Exhibit No.

## Description

99.1 Press Release of USA Networks, Inc. dated July 25, 2001.
99.2 Supplemental Information.

18\% EBITDA GROWTH FROM USA'S OPERATING BUSINESSES TOTAL EBITDA GROWS 28\% ON 21\% HIGHER REVENUE IN Q2 COMPANY EMERGING AS LEADER IN INTERACTIVE COMMERCE

NEW YORK, July 25, 2001 - USA Networks, Inc. (NASDAQ: USAI) reported results today for its quarter ended June 30, 2001. Highlights are presented on a pro forma comparative basis to the same period last year.

## HIGHLIGHTS

o USA's OPERATING BUSINESSES increased EBITDA by $18 \%$ to a record $\$ 290.9$ million on $18 \%$ higher revenue to a record $\$ 1.278$ billion. Three of USA's largest divisions posted all-time best quarters: USA Network, Ticketmaster, and HRN.
o USA's COMBINED BUSINESSES grew EBITDA by $28 \%$ to a record $\$ 249.3$ million on 21\% higher revenue to a record $\$ 1.371$ billion. Operating margins expanded to $18.2 \%$ from $17.1 \%$ for the combined businesses.
o CABLE AND STUDIOS increased revenue by $14 \%$ to $\$ 444.2$ million and EBITDA by 23\% to \$171.3 million. EBITDA grew $17 \%$ at USA Network, $11 \%$ at SCI FI, and $123 \%$ at Studios USA.
o HSN grew its combined revenue by $15 \%$ to $\$ 462$ million (including $11 \%$ growth in the U.S.) and EBITDA by $7 \%$ to $\$ 61.1$ million. HSN attracted 525,000 new customers in the U.S. during the period, a $12 \%$ increase versus Q2 '00. HSN.com grew revenue by more than $350 \%$ from the year-ago period.
o HOTEL RESERVATIONS NETWORK increased revenue by $77 \%$ to $\$ 138.3$ million and EBITDA by $62 \%$ to $\$ 21$ million. HRN increased the number of its mostly-exclusive affiliates to nearly 21,000 affiliates during the period.
o USA INTERNET COMMERCE GROUP grew revenue by $79 \%$ to $\$ 238$ million and EBITDA by $81 \%$ to $\$ 43$ million. The group expects to be second in profitability only to eBay in retail transactions conducted over the Internet this year. USA ICG is comprised of HSN.com, Hotel Reservations Network, Ticketmaster.com and Match.com.
o USA TRAVEL GROUP is expected to generate approximately $\$ 4$ billion in pro forma gross bookings in 2001, more than any other interactive travel company. Including all of its interactive businesses, USA's pro forma share of retail transactions conducted via the Internet and television in the U.S. is expected to grow to an estimated $9 \%$ in 2001. USA Travel Group will consist of HRN, USA Travel Channel, and pending acquisitions Expedia and National Leisure Group.

M E D I A R E L E A S E
152 West 57th Street, 42nd Floor New York, New York 10019 212.314.7300 Fax 212.314.7309

On a comparative pro forma basis, USA reported the following, excluding discontinued operations (USA Broadcasting):

| (\$ IN MILLIONS) | ACTUAL Q2 01 | PRO FORMA Q2 00 | GROWTH |
| :---: | :---: | :---: | :---: |
| REVENUES - OPERATING BUSINESSES |  |  |  |
| Cable and studios. | \$444.2 | \$390.7 | 14\% |
| Electronic retailing - U.S. | 381.8 | 344.0 | 11\% |
| Electronic retailing - Germany. | 80.2 | 57.1 | 40\% |
| Ticketing. | 163.9 | 143.0 | 15\% |
| Hotel reservations | 138.3 | 78.1 | 77\% |
| Teleservices | 75.6 | 70.2 | 8\% |
| Intersegment elimination. | (6.5) | -- |  |
| SUB-TOTAL - OPERATING.... | 1,277.5 | 1,083.1 | 18\% |
| Euro exchange rate fluctuation (a). | (13.8) | (6.7) |  |
| REVENUES - EMERGING BUSINESSES |  |  |  |
| Citysearch, Match.com, and related... | 23.1 | 20.2 |  |
| Styleclick. | 2.4 | 6.3 |  |
| Electronic Commerce Solutions | 6.0 | 3.8 |  |
| HSN - other international. | 7.5 | 3.6 |  |
| USA Films..... | 62.6 | 20.8 |  |
| TRIO, NWI, Crime and emerging media. | 6.2 | 3.7 |  |
| SUB-TOTAL - EMERGING. | 107.7 | 58.4 |  |
| TOTAL | \$1,371.4 | \$1,134.9 | 21\% |
|  | ----- | --------- |  |
| EBITDA - OPERATING BUSINESSES |  |  |  |
| Cable and studios. | \$171.3 | \$139.4 | 23\% |
| Electronic retailing - U.S. | 55.2 | 52.6 | 5\% |
| Electronic retailing - Germany. | 5.9 | 4.7 | 24\% |
| Ticketing................... | 35.5 | 31.6 | 13\% |
| Hotel reservations | 21.0 | 12.9 | 62\% |
| Teleservices | 10.2 | 11.9 | (15\%) |
| Corporate and other. | (8.2) | (6.8) |  |
| SUB-TOTAL - OPERATING. | 290.9 | 246.3 | 18\% |
| Euro exchange rate fluctuation (a) | (1.0) | (0.6) |  |
| Nonrecurring charges (b)....... |  | (7.8) |  |
| EBITDA - EMERGING BUSINESSES |  |  |  |
| Citysearch, Match.com, and related..... | (8.2) | (15.3) |  |
| Styleclick........................ | (5.8) | (15.2) |  |
| Electronic Commerce Solutions | (8.6) | (6.3) |  |
| HSN - other international. | (7.5) | (2.5) |  |
| USA Films. | 0.6 | (2.3) |  |
| TRIO, NWI, Crime and emerging media. | (2.4) | (2.0) |  |
| Intersegment elimination.............. | (3.9) | -- |  |
| SUB-TOTAL - EMERGING.............. | (35.8) | (43.5) |  |
| Styleclick restructuring charge (c).... | $(4.8)$ | -- |  |
| TOTAL................................. . | \$249.3 | \$194.4 | 28\% |
|  | -------- | ------- | ----- |

o Excludes results from USA Broadcasting, the sale of which to Univision was announced in December 2000
o Presented as if the acquisition of 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 (\$10.6 million and $\$ 8.3$ 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) Represents one-time compensation expense related to a consulting agreement with a senior executive recognized in Q2 ' 00.
c) Represents non-recurring cash costs related to consolidating Styleclick's operations in Chicago and the shutdown of the FirstAuction.com website.
$62 \%$ of USA's Q2 revenue came from direct consumer transactions, $23 \%$ was derived from subscriptions and production fees, and $15 \%$ was advertising-related. The operating business reported the following:


CASH NET INCOME AND EARNINGS PER SHARE

|  | Q2 01 (a) | $\begin{array}{r} \text { PRO FORMA } \\ \text { Q2 } 00 \end{array}$ |
| :---: | :---: | :---: |
| Fully converted cash net income per share. | 0.14 | 0.11 |
| Fully converted earnings per share. | 0.04 | (0.01) |
| Cash net income per share. | 0.20 | 0.17 |
| Basic loss per share. | (0.02) | (0.07) |

(a) Amounts based on net income before gain on sale of broadcasting stations in Q2 '01, which the Company estimates will be in the $\$ 40$ million - $\$ 50$ million range and will be disclosed in the Company's 10-Q, and before loss from discontinued operations in Q2 '00 of $\$ 15.2$ million.
(b) Excluding one-time expense (\$10.6 million, pre-tax in Q2 '01, and \$11.6 million, pre-tax, in Q2 `00)

Due to regulatory restrictions, Universal and Liberty own a significant portion of their interests in USA through USA subsidiaries. This structure causes USA to record net losses in situations where net income would otherwise have been recorded if their ownership were entirely in USA 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 EBITDA $17 \%$ to $\$ 123.3$ million on $6 \%$ higher revenue of $\$ 221.4$ million, its best quarter in its 24 years.
o USA tied Lifetime as primetime's highest-rated cable network in June. USA was the 2 nd highest-rated cable network in the second quarter with an average 1.8 rating in primetime.
o Excluding WWF from Q2 `00, USA's primetime delivery increased by $13 \%$ in Adults 25-54 and 25\% in Adults 18-34.
o WATERBOY achieved a 5.1 rating, becoming the highest-rated network-window movie premiere in USA's history. USA delivered four of the five highest-rated theatrical network premieres in basic cable during the first half of 2001.
o The DAYTIME MOVIE averaged a 0.8 rating and increased delivery of Adults 25-54 by 36\%. The SATURDAY AFTERNOON MOVIE block averaged a 1.3 rating, and the new strategy to target female viewers yielded a $58 \%$ increase in delivery of Women 25-54. Monday - Saturday primetime movies averaged a 1.8 in Q2, increasing delivery of Adults 25-54 by $19 \%$.
o JAG, cable's top-rated acquired strip series, improved its ratings by $17 \%$ from Q2 '00.
o Sunday Prime averaged a 1.5 rating in Q2, up $15 \%$. Delivery of targeted Men 25-54 improved by $37 \%$.
o USA's two-week coverage of the 2001 FRENCH OPEN TENNIS TOURNAMENT averaged a 0.7 rating, up $40 \%$ from 2000.
o USA renewed its deal with the PGA Tour through 2007, increasing its coverage to 35 events annually and adding year-round weekend programming. The deal also provides for USA to be the Tour's exclusive interactive commerce partner.
o USA Network has been one of the highest-rated cable networks for more than a decade.

SCI FI increased EBITDA by $11 \%$ to $\$ 27.8$ million on $1 \%$ lower revenue of $\$ 70.3$ million.
o SCI FI averaged a 0.8 primetime rating in Q2 and household delivery of 547,000 , an increase of $9 \%$ from Q2 ' 00.
o SCI FI's Friday night originals - INVISIBLE MAN, FARSCAPE and OUTER LIMITS - have increased delivery of Adults 25-54 by $22 \%$ and are out delivering TBS, A\&E, Comedy Central, Discovery, ESPN and FX in Adults 25-54 in that time period.
o CROSSING OVER WITH JOHN EDWARD on Sunday saw delivery of Women 25-54 increase by 35\%.
o SCI FI continues to have the highest concentration of adult viewers 25-54 of any network on television, while ranking in the top 10 among basic cable networks in its delivery of Adults, Women and Men 25-54.
o SCI FI is the \#1 provider of original scripted series in cable primetime.
STUDIOS USA, net, grew EBITDA by $123 \%$ to $\$ 20.2$ million on $38 \%$ higher revenue to a record $\$ 152.5$ million.
o Over 20 million watched LAW \& ORDER'S season finale -- the largest audience for a finale in the show's 11-year history.
o LAW \& ORDER: SVU averaged 13.3 million weekly viewers during the 2000-01 season, $9 \%$ higher than last season.
o THE DISTRICT, the \#1 series in Saturday primetime, was also the 2nd highest rated new television drama in 2000-01.
o INVISIBLE MAN, which airs both on SCI FI and in syndication, is averaging 2.9 million viewers per week.
o MAURY is averaging nearly 4 million viewers a day, and its \#4 ranking among talk shows is a 10-year best for Mr. Povich.
o Studios USA received orders for two new drama series for the 2001-02 season: THE AGENCY and LAW \& ORDER: CRIMINAL INTENT. This brings the amount of Studios USA primetime programming on the major networks to 5 hours, its new record.
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.

## ENTERTAINMENT HIGHLIGHTS (CONTINUED)

CABLE AND STUDIOS:

|  | Q2 01 | Q2 00 | GROWTH |
| :---: | :---: | :---: | :---: |
| Revenue (\$ IN MILLIONS): |  |  |  |
| USA Network........ | \$221.4 | \$208.9 | 6\% |
| SCI FI | 70.3 | 71.3 | (1\%) |
| Studios, net. | 152.5 | 110.5 | 38\% |
| Total. | \$444.2 | \$390.7 | 14\% |
| EBITDA (\$ IN MILLIONS): |  |  |  |
| USA Network. | \$123.3 | \$105.4 | 17\% |
| SCI FI | 27.8 | 24.9 | 11\% |
| Studios, net. | 20.2 | 9.1 | 123\% |
| Total............................... . | \$171.3 | \$139.4 | 23\% |
| Households (IN MILLIONS @ 6/30): |  |  |  |
| USA Network. | 81.9 | 78.2 | 5\% |
| SCI FI. | 70.9 | 62.7 | 13\% |
| Advertising and other revenue / affiliate revenue: |  |  |  |
| USA Network mix. | 59:41 | 59:41 |  |
| SCI FI mix... | 66:34 | 66:34 |  |

USA FILMS
USA Home Entertainment's home video release of TRAFFIC debuted at \#1 and was the 3rd best selling DVD in the U.S. during Q2. The widely acclaimed TRAFFIC has grossed more than $\$ 200$ million at the worldwide box office. USA Films' theatrical releases in Q2 were ONE NIGHT AT MCCOOL'S, BLOODY ANGELS, WHATEVER HAPPENED TO HAROLD SMITH and PANDEMONIUM. USA's future release THE MAN WHO WASN'T THERE shared the Best Director prize at the 2001 Cannes Film Festival.

HSN increased EBITDA by $5 \%$ to $\$ 55.2$ million on $11 \%$ higher revenue of $\$ 381.8$ million in the United States.
o HSN added approximately 525,000 new customers during the period, a $12 \%$ increase over Q2 '00.
o HSN.com shipped 1.1 million packages during the first half of 2001 , a $500 \%+$ increase from the same period in 2000.
o HSN acquired the IMPROVEMENTS brand catalog from Hanover Direct, adding to HSN's array of shopping platforms.
o Customer orders are being filled $17 \%$ faster versus last year and fulfillment-related customer service calls have declined by $25 \%$ as a result of HSN's ongoing investments to enhancing the customer's shopping experience. HSN's more highly skilled representatives have increased upselling "take rates" on inbound calls by 160\%, thereby driving incremental sales without using TV airtime.

| U.S. units shipped (IN MILLIONS). | 9.1 | 8.1 | 12\% |
| :---: | :---: | :---: | :---: |
| On air gross profit \%. | 33.3\% | 34.7\% |  |
| On air return rate. | 20.0\% | 19.6\% |  |
| On air product mix: |  |  |  |
| Homegoods. | 48\% | 46\% |  |
| Jewelry. | 27\% | 28\% |  |
| Health / Beauty. | 12\% | 13\% |  |
| Apparel / Accessories | 13\% | 13\% |  |
| HSN cable / DBS homes (IN MILLIONS @ 6/30) | 69.2 | 63.2 | 9\% |
| HSN total homes (IN MILLIONS @ 6/30). | 80.8 | 76.4 | 6\% |

## HSN - INTERNATIONAL

o HSN International introduced Home Shopping Europe as the new European brand for modern home shopping, including the German, Italian, French and Dutch / Flemish services.
o HSN International launched its second GLOBAL TODAY'S SPECIAL whereby more than 9,000 Lenox collectibles sold-out across every HSN service simultaneously in a single day.
o In a joint venture with Prosieben, HSN launched a live transactional TV and travel show in Germany.
o Home Shopping Espanol launched in Mexico through PCTV in May, becoming the only Spanish-language television network available in the continental United States, Puerto Rico and Mexico.
o HSN is the world's most distributed television retailer, with services in 8 languages reaching 155 million homes globally.

## Consolidated Services

Germany (includes Austria / Switzerland).............. Home Shopping Espanol (U.S. / Puerto Rico / Mexico)...

Unconsolidated Services:

| TVSN (China) | 20.3 | -- | 20.3 | 5 hours | 21\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Shop Channel (Japan) | 10.3 | 7.9 | 2.4 | 12 hours | 30\% |
| Italy | 9.4 | -- | 9.4 | 10 hours | 33\% |
| Belgium / The Nether | 2.2 | -- | 2.2 | 8 hours | 47\% |
| France / Belgium | 1.6 | 1.4 | 0.2 | 8 hours | 47\% |

## INFORMATION \& SERVICES HIGHLIGHTS

TICKETMASTER grew ticketing EBITDA by $13 \%$ to $\$ 35.5$ million on $15 \%$ higher revenue to a record $\$ 163.9$ million, its best quarter in its 25 -year history.
o Online ticket sales accounted for a record $33.2 \%$ of total tickets sold by Ticketmaster, versus 25.5\% in Q2 '00. Ticketmaster hosted 80 Internet pre-sales during the quarter, including those for Madonna, Aerosmith and Sugar Ray.
o Match.com increased the number of paying subscribers to more than 215,000, a $38 \%$ increase from 12/00. Match.com earned $\$ 2.8$ million in EBITDA in Q2.
o Citysearch reduced its EBITDA losses for the 5 th consecutive quarter and increased its unique users to 4.5 million in June, a $29 \%$ increase since January 2001.
o Ticketmaster is the world's leading ticketing and access company.


HOTEL RESERVATIONS NETWORK increased EBITDA by $62 \%$ to $\$ 21.0$ million on $77 \%$ higher revenue of $\$ 138.3$ million, its best quarter in its 10 -year history. o HRN expanded into eleven new markets and sold more than 1 million room nights during Q2.
o HRN now has nearly 21,000 mostly-exclusive affiliates under contract.
o HRN is the \#1 provider of discount hotel accommodations worldwide.

|  | Q2 01 | Q2 00 | GROWTH |
| :---: | :---: | :---: | :---: |
| Hotel room nights sold | 1,030,000 | 586,721 | 76\% |
| Affiliates (including TravelNow) | 20,857 | 10,500 | 99\% |
| Properties. | 3,374 | 1,925 | 75\% |
| Cities served (AS OF 6/30). | 146 | 60 | 143\% |

PRECISION RESPONSE decreased EBITDA by $15 \%$ to $\$ 10.2$ million on $8 \%$ higher revenue of $\$ 75.6$ million.
o PRC's business was affected by an economy-related slowdown in the outsourcing of customer care programs, particularly with respect to services provided to the dot com sector. As a result, revenue growth and gross profit margins were adversely impacted.
o PRC recently announced its acquisition of Hancock Information Group, a leader in high-tech, business-to-business teleservicing.
o Precision Response Corporation is a global leader in Customer Relationship Management (CRM) and outsourced customer care.

SHARES OUTSTANDING, MARKET CAPITALIZATION, NET DEBT
As of July 20, 2001, USA had outstanding 736.8 million shares, including exchangeable securities, with an aggregate market capitalization of approximately $\$ 20$ billion. USA's net cash balance, including that of its public subsidiaries and an advance receivable to Universal, was approximately \$100 million as of June 30, 2001. Net cash is expected to increase following the receipt of additional 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 in May 2000.

ANALYST CONFERENCE CALL
USA Networks, Inc. will audiocast its conference call with analysts and investors discussing the company's second quarter financial results on Wednesday, July 25, 2001, at 11:00 a.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 / LEGEND AND FORWARD LOOKING STATEMENTS / FOOTNOTES

USA and Expedia will file a joint prospectus/proxy statement and other relevant documents concerning USA's acquisition of Expedia with the Securities and Exchange Commission ("SEC"). INVESTORS ARE URGED TO READ THE JOINT PROSPECTUS/PROXY STATEMENT AND ANY OTHER RELEVANT DOCUMENTS FILED OR TO BE FILED IN THE FUTURE WITH THE SEC BECAUSE THOSE DOCUMENTS CONTAIN IMPORTANT INFORMATION. Investors will be able to obtain such documents free of charge at the SEC's website at www. sec.gov. In addition, such documents may also be obtained free of charge by contacting USA Networks, Inc., 152 West 57th Street, New York, New York, 10019, Attention: Investor Relations, or Expedia, Inc., 13810 SE Eastgate Way, Suite 400, Bellevue, WA 98005, Attention: Investor Relations.

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include information relating to possible or assumed future results of operations of USA after giving effect to the acquisitions discussed in this press release, 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 USA with respect to future events. The following important factors, in addition to those described in USA's filings with the SEC, could affect the future results of USA, 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 and to be 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 USA 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, June `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. Online retail market data per PhocusWright (2001). Internet and television retailing market information sources include, but are not limited to Boston Consulting Group / Shop.org (May 2001), Jupiter (December 2000, August 2000, December 1999), Forrester (July 2000), and various other published industry and Wall Street analyst research. Operating metrics in this press release are pro forma for the pending transactions.

ABOUT USA NETWORKS, INC.
USA Networks, Inc. (NASDAQ: USAI), is focused on the new convergence of entertainment, information and direct selling. The Company is organized within two groups, the Entertainment Group and the Interactive Group, comprised of interrelated business divisions which include the following assets: USA Entertainment's USA Network, SCI FI Channel, TRIO, NWI, Crime, Studios USA, and USA Films; and USA Interactive's HSN, HSN International, HSN Interactive, Ticketmaster (NASDAQ: TMCS), which operates Citysearch and Match.com, Hotel Reservations Network (NASDAQ: ROOM), Electronic Commerce Solutions, Styleclick (NASDAQ: IBUY) and Precision Response Corporation.

USA COMMUNICATIONS
USA INVESTOR RELATIONS:

USA NETWORKS, INC. AND SUBSIDIARIES business segment information - continuing operations

UNAUDITED
( \$ IN THOUSANDS )

|  | THREE <br> ACTUAL <br> 2001 |  | MONTHS ENDED JUNE 30, PRO FORMA (a) ACTUAL |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 2000 |  | 2000 |
| ReVEnues - OPERATING BUSINESSES |  |  |  |  |  |  |
| Cable and studios | \$ | 444,203 | \$ | 390,688 | \$ | 390,688 |
| Electronic retailing - U.S. |  | 381, 822 |  | 343,950 |  | 343,950 |
| Electronic retailing - Germany |  | 80,194 |  | 57,138 |  | 57,138 |
| Ticketing |  | 163,898 |  | 143,019 |  | 143,019 |
| Hotel reservations |  | 138,302 |  | 78, 082 |  | 78,082 |
| Teleservices |  | 75,624 |  | 70,212 |  | 70,212 |
| Intersegment Elimination |  | $(6,531)$ |  | -- |  | -- |
| SUB-TOTAL |  | 1,277,512 |  | 1,083,089 |  | 1,083,089 |
| Euro's exchange rate fluctuation (c) |  | $(13,774)$ |  | $(6,667)$ |  | $(6,667)$ |
| REVENUES - EMERGING BUSINESSES |  |  |  |  |  |  |
| Citysearch, Match.com and related |  | 23, 054 |  | 20,239 |  | 20,239 |
| Styleclick |  | 2,438 |  | 6,286 |  | 5,792 |
| Electronic Commerce Solutions |  | 5,994 |  | 3,794 |  | 3,794 |
| HSN - international and other |  | 7,484 |  | 3,627 |  | 3,627 |
| USA Films |  | 62,561 |  | 20,773 |  | 20,773 |
| Trio, NWI, Crime, other emerging media |  | 6,179 |  | 3,709 |  | 3,709 |
| SUB-TOTAL |  | 107,710 |  | 58,428 |  | 57,934 |
| TOTAL |  | 1,371,448 |  | 1,134,850 |  | 1,134,356 |
| EBITDA - OPERATING BUSINESSES (b) |  |  |  |  |  |  |
| Cable and studios | \$ | 171,302 | \$ | 139,370 | \$ | 139,370 |
| Electronic retailing - U.S. |  | 55,207 |  | 52,552 |  | 52,552 |
| Electronic retailing - Germany |  | 5,864 |  | 4,726 |  | 4,726 |
| Ticketing |  | 35,521 |  | 31,568 |  | 31,568 |
| Hotel reservations |  | 20,994 |  | 12,921 |  | 12,921 |
| Teleservices |  | 10,183 |  | 11,927 |  | 11,927 |
| Corporate and other |  | $(8,175)$ |  | $(6,796)$ |  | $(6,796)$ |
| SUB-TOTAL |  | 290,896 |  | 246,268 |  | 246,268 |
| Euro's exchange rate fluctuation (c) |  | (992) |  | (575) |  | (575) |
| Nonrecurring charges (d) |  | -- |  | $(7,806)$ |  | $(7,806)$ |
| EBITDA - EMERGING BUSINESSES |  |  |  |  |  |  |
| Citysearch, Match.com and related |  | $(8,207)$ |  | $(15,251)$ |  | $(15,251)$ |
| Styleclick |  | $(5,842)$ |  | $(15,150)$ |  | $(9,971)$ |
| Electronic Commerce Solutions |  | $(8,613)$ |  | $(6,283)$ |  | $(6,283)$ |
| HSN - international and other |  | $(7,494)$ |  | $(2,457)$ |  | $(2,457)$ |
| USA Films |  | 632 |  | $(2,334)$ |  | $(2,334)$ |
| Trio, NWI, Crime, other emerging media |  | $(2,354)$ |  | $(1,997)$ |  | $(1,997)$ |
| Intersegment Elimination |  | $(3,949)$ |  | ) |  | ) |
| SUB-TOTAL |  | $(35,827)$ |  | $(43,472)$ |  | $(38,293)$ |
| Styleclick restructuring charge (e) |  | $(4,773)$ |  | -- |  | -- |
| TOTAL | \$ | 249,304 | \$ | 194,415 | \$ | 199,594 |

(a) Presented as if the acquisition of 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 $\$ 10,642$ and $\$ 8,267$, respectively, and (6) amortization of non-cash distribution and marketing expense and non-cash compensation expense.
(c) 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.
(d) As part of a resignation agreement with a senior executive, the company recorded one-time compensation expense related to a consulting arrangement.
(e) Represents non-recurring costs related to consolidating Styleclick's operations in Chicago and the shutdown of the Firstauction.com website.

## USA NETWORKS, INC. AND SUBSIDIARIES

BUSINESS SEGMENT INFORMATION - CONTINUING OPERATIONS
UNAUDITED
( \$ IN THOUSANDS )

REVENUES - OPERATING BUSINESSES
Cable and studios
Electronic retailing - U.S.
Electronic retailing - Germany
Ticketing
Hotel reservations
Teleservices
Intersegment Elimination
SUB-TOTAL
Euro's exchange rate fluctuation (c)
REVENUES - EMERGING BUSINESSES
Citysearch, Match.com and related
Styleclick
Electronic Commerce Solutions
HSN - international and other
USA Films
Trio, NWI, Crime, other emerging media
SUB-TOTAL
TOTAL

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)
EBITDA - EMERGING BUSINESSES
Citysearch, Match.com and related
Styleclick
Electronic Commerce Solutions
HSN - international and other
USA Films
Trio, NWI, Crime, other emerging media
Intersegment Elimination
SUB-TOTAL
Styleclick restructuring charge (e) TOTAL

SIX MONTHS ENDED JUNE 30,

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


| 881,854 | \$ | 769,641 | \$ | 769,641 |
| :---: | :---: | :---: | :---: | :---: |
| 767,194 |  | 702,429 |  | 702,429 |
| 159,055 |  | 122,936 |  | 122,936 |
| 314,007 |  | 270,980 |  | 270,980 |
| 243,588 |  | 133,345 |  | 133,345 |
| 156,316 |  | 139,861 |  | 70,212 |
| $(6,531)$ |  | -- |  |  |
| $\begin{array}{r} 2,515,483 \\ \quad(27,479) \end{array}$ |  | $\begin{aligned} & 2,139,192 \\ & \quad(14,557) \end{aligned}$ |  | $\begin{array}{r} 2,069,543 \\ (14,557) \end{array}$ |
| 43,982 |  | 37,214 |  | 37,214 |
| 6,457 |  | 14,155 |  | 12,409 |
| 10,743 |  | 8,460 |  | 8,460 |
| 12,031 |  | 7,457 |  | 7,457 |
| 113,567 |  | 51, 080 |  | 51,080 |
| 12,341 |  | 4,271 |  | 4,271 |
| 199,121 |  | 122,637 |  | 120,891 |
| \$ 2,687,125 | \$ | 2,247,272 | \$ | 2,175,877 |


(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 $\$ 19,398$ and $\$ 16,490$, respectively, and (6) amortization of non-cash distribution and marketing expense and non-cash compensation expense.
(c) 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.
(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 ( $\$ 1,647$ ). In addition, as part of a resignation agreement with a senior executive, the Company recorded a one-time compensation expense related to a consulting arrangement.
(e) Represents non-recurring costs related to consolidating Styleclick's operations in Chicago and the shutdown of the Firstauction.com website.

USA NETWORKS, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS UNAUDITED
( \$ IN THOUSANDS, EXCEPT PER SHARE DATA )

THREE MONTHS ENDED JUNE 30,

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

Operating costs and expenses:
Costs related to revenues
\$ 1, 371, 448
$\$ 1,134,850$
\$ 1, 134, 356

Other costs and expenses

| 831,652 | 676,330 | 676,102 |
| :---: | :---: | :---: |
| 290,492 | 264,105 | 258,660 |
| 6,631 | 1,271 | 1,271 |
| 1,308 | 4,823 | 4,823 |
| 10,642 | 8,267 | 8,267 |
| 146,530 | 142, 044 | 127,968 |
| 1,287, 255 | 1, 096,840 | 1, 077, 091 |
| 84,193 | 38,010 | 57,265 |
| $(12,915)$ | $(7,860)$ | $(7,748)$ |
| $(13,731)$ | $(1,929)$ | $(1,929)$ |
| 57,547 | 28,221 | 47,588 |
| $(22,828)$ | $(29,589)$ | $(23,998)$ |
| $(44,997)$ | $(30,203)$ | $(36,910)$ |
| \$ $(10,278)$ | \$ $(31,571)$ | \$ (13, 320) |

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

Net loss from continuing operations (d)

Net loss from continuing operations, excluding one-time charges and non-operating gains

| \$ | $(7,544)$ | \$ | $(26,864)$ | \$ | $(8,613)$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 27,680 | \$ | $(6,974)$ | \$ | 21,406 |
|  | 373,762 |  | 363,582 |  | 361,977 |
|  | 763,378 |  | 724,735 |  | 748,548 |
| \$ | (.03) | \$ | (.09) | \$ | (. 04 ) |
| \$ | (.02) | \$ | (.07) | \$ | (. 02 ) |
| \$ | . 04 | \$ | (.01) | \$ | . 03 |
| \$ | 249,304 | \$ | 194,415 | \$ | 199,594 |

(a) Presented as if the acquisition of Styleclick had occurred at the beginning of the period presented.
(b) Amortization of warrants and stock issued in exchange for distribution and marketing services.
(c) Expense relates to the Company's bonus stock purchase program and restricted stock awards.
(d) Q2 ' 01 excludes the gain on sale of of broadcasting stations, the sale of which to Univision was announced in December 2000. The Company estimates the gain will be in the $\$ 40$ million - $\$ 50$ million range and will be disclosed in the Company's 10-Q. Q2 '00 excludes the results of USA Broadcasting. The results for the discontinued operations was an after tax loss of $\$ 15,235$.
(e) 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 $\$ 10,642$ and \$8,267, respectively, and (6) amortization of non-cash distribution and marketing expense and non-cash compensation expense.

## （ \＄IN THOUSANDS，EXCEPT PER SHARE DATA ）

SIX MONTHS ENDED JUNE 30，

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


| \＄38，492 | \＄40，635 |
| :---: | :---: |
| 372， 085 | 372，085 |
| 762，463 | 762，463 |


| \＄ | $(25,034)$ | \＄ | 40，238 |
| :---: | :---: | :---: | :---: |
|  | 362，732 |  | 349，757 |
|  | 723，885 |  | 740，224 |

EBITDA（g）

| \＄ | （． 08 ） | \＄ | （．07） |
| :---: | :---: | :---: | :---: |
| \＄ | ＝＝＝＝ | $\$$ | ＝＝＝＝ |


\＄$=$
\＄． 05
\＄
＝＝＝＝＝－． 05
\＄479，737 \＄479，737
＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝

（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） 2001 excludes the gain on sale of of broadcasting stations，the sale of which to Univision was announced in December 2000．The Company estimates the gain will be in the $\$ 40$ million－$\$ 50$ million range and will be disclosed in the Company＇s $10-\mathrm{Q}$ ．Q2＇00 excludes the results of USA Broadcasting．The results for the discontinued operations was an after tax loss of \＄27，008．
(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 $\$ 19,398$ and $\$ 16,490$ respectively, and (6) amortization of non-cash distribution and marketing expense and non-cash compensation expense.

USA NETWORKS，INC．AND SUBSIDIARIES
EPS AND CASH NET INCOME RECONCILIATION INFORMATION－CONTINUING OPERATIONS UNAUDITED
（ \＄IN THOUSANDS，EXCEPT PER SHARE DATA ）

|  | THREE MONTHS ENDED JUNE 30， |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | PRO FORMA | ACTUAL | PRO FORMA（a） | ACTUAL |
|  | 2001 | 2001 | 2000 | $2000$ |
| BASIC LOSS PER SHARE： |  |  |  |  |
| Net loss | （\＄10，278） | （\＄10，278） | （\＄31，571） | （\＄13，320） |
| Impact of unusual items，net of tax and minority interest（b） | 2，734 | 2，734 | 4，707 | 4，707 |
| BASIC LOSS，EXCLUDING UNUSUAL ITEMS（b） | \＄（7，544） | \＄$(7,544)$ | \＄（26， 864 ） | \＄$(8,613)$ |
| Weighted average basic shares | 373，762 | 373，762 | 363，582 | 361， 977 |
| Basic loss per share： | \＄（．03） | \＄（．03） | \＄（．09） | \＄（．04） |
| Basic loss per share excluding unusual items（b） | \＄（．02） | \＄（．02） | \＄（．07） | \＄（．02） |



CASH NET INCOME：

| Net loss | \＄（10，278） | \＄（10，278） | \＄（31，571） | （\＄13，320） |
| :---: | :---: | :---: | :---: | :---: |
| Impact of goodwill amortization，net of tax and minority interest | 80， 933 | 80，933 | 88， 254 | 90，676 |
| CASH NET INCOME | 70，655 | 70，655 | 56，683 | 77，356 |
| Impact of unusual items，net of tax and minority interest（b） | 2，734 | 2，734 | 4，707 | 4，707 |
| CASH NET INCOME，EXCLUDING UNUSUAL ITEMS（b） | \＄73，389 | \＄73，389 | \＄61，390 | \＄82，063 |
| eighted average basic shares | 373，762 | 373，762 | 363， 582 | 361， 977 |
| Cash net income per share | \＄． 19 | \＄． 19 | \＄． 16 | \＄． 21 |
| Cash net income per share，excluding unusual items（b） | \＄． 20 | \＄． 20 | \＄． 17 | \＄． 23 |

FULLY CONVERTED NET EARNINGS：
Net loss
Impact of minority interest，net of tax
FULLY CONVERTED NET EARNINGS
Impact of unusual items，net of tax and minority interest（b）
FULLY CONVERTED NET EARNINGS，EXCLUDING UNUSUAL ITEMS（b）
＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝
FULLY CONVERTED CASH NET INCOME：

Net loss
Impact of minority interest，net of tax
Impact of goodwill amortization，net of tax and minority interest
FULLY CONVERTED CASH NET INCOME
Impact of unusual items，net of tax and minority interest（b）
FULLY CONVERTED CASH NET INCOME，EXCLUDING UNUSUAL ITEMS（b）

Weighted average fully converted shares

Fully converted cash net income per share
Fully converted cash net income per share，excluding unusual items（b）
\＄$(10,278)$
\＄（10， 278
30,328
80,933
100， 983
7，630
\＄ 108,613
＝＝＝＝＝＝＝＝＝
\＄$(10,278)$
$\$(10,278)$
30,328
80,933
.----
100,983
7,630
$\cdots-\cdots-\cdots$
$\$ 108,613$
＝＝＝＝＝＝＝＝
$\$(31,571) \quad \$$
17,869
88,254
$\cdots--\cdots$
74,552
6,728
$\cdots$
\＄ 81,280
＝＝＝＝＝＝＝＝＝
\＄$(13,320)$
$(13,320)$
27,998
90,676
105， 354
6,728
\＄81， 280
\＄112， 082
＝＝＝＝＝＝＝＝＝
763,378
$=========$
$\$$
$=$
$\$$

| $\$$ | .13 | $\$$ | .13 |
| :--- | :--- | :--- | ---: |
| $========$ | ＝＝＝＝＝＝＝＝ |  |  |
| $\$$ | .14 | $\$$ | .14 |

$750,153 \quad \begin{array}{r}748,548 \\ =========\end{array}$
$\begin{array}{lr}\$ & .10 \\ ======== \\ \$ & .11\end{array}$

| $\$ 1$ |
| :--- |
| $========$ |

$\begin{array}{ll}\text {＝＝ニニ＝＝ニ } \\ \$ & .15\end{array}$
（a）Presented as if the acquisition of Styleclick had occurred at the beginning of the period presented．
（b）Excludes one time charges and non－operating gains．

USA NETWORKS, INC. AND SUBSIDIARIES
EPS AND CASH NET INCOME RECONCILIATION INFORMATION - CONTINUING OPERATIONS, BEFORE CUMULATIVE EFFECT OF ACCOUNTING CHANGE UNAUDITED
( \$ IN THOUSANDS, EXCEPT PER SHARE DATA )

SIX MONTHS ENDED JUNE 30,

| PRO | FORMA (a) | ACTUAL | PRO FORMA (a) (b) |  | ACTUAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001 | 2001 | 2000 |  | 2000 |  |
| \$ | $(29,804)$ | \$ 27,661 ) | \$ | $(67,161)$ | \$ | $\begin{gathered} (20,419) \\ 3,848 \end{gathered}$ |
|  | 2,734 | 2,734 |  | 3,848 |  |  |
| \$ | (27, 070) | \$ $(24,927)$ | \$ | $(63,313)$ |  | $(16,571)$ |
|  | 372,085 | 372,085 |  | 362,732 |  | 349,757 |


BASIC LOSS PER SHARE:
Net loss
Impact of unusual items, net of tax and minority interest (c)
BASIC LOSS, EXCLUDING UNUSUAL ITEMS (c)

Weighted average basic shares

Basic loss per share:
Basic loss per share excluding unusual items (c)
$===========================$
FULLY CONVERTED NET EARNINGS

| Net loss | \$ | $(29,804)$ | \$ | $(27,661)$ | \$ | $(67,161)$ | $\begin{gathered} \$(20,419) \\ 57,766 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Impact of minority interest, net of tax |  | 60,666 |  | 60,666 |  | 39,236 |  |  |
| FULLY CONVERTED NET EARNINGS |  | 30,862 |  | 33,005 |  | $(27,925)$ |  | 347 |
| Impact of unusual items, net of tax and minority interest (c) |  | 7,630 |  | 7,630 |  | 2,891 |  | 891 |
| FULLY CONVERTED NET EARNINGS, EXCLUDING UNUSUAL ITEMS (c) | \$ | 38,492 | \$ | 40,635 | \$ | $(25,034)$ | \$ |  |
| Weighted average fully converted shares |  | 762,463 |  | 762,463 |  | 723,885 |  | 224 |
| Fully converted earnings per share | \$ | . 04 | \$ | . 04 | \$ | (.04) | \$ | . 05 |
| Fully converted earnings per share, excluding unusual items (c) | \$ | . 05 | \$ | . 05 | \$ | (.03) | \$ | . 05 |

(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 Styleclick and Precision Response Corp. 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 | 2000 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | YE 12/31 | Q1 | Q2 | Q3 | Q4 | YE 12/31 |
| 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 |
| Intersegment Elimination |  |  |  |  |  |  |
| 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, Crime, other emerging media | 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 | 1,134.9 | 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 | 1,304.7 | 379.0 | 390.7 | 336.0 | 424.8 | 1,530.5 |
| Electronic retailing | 1,499.6 | 424.3 | 401.1 | 431.5 | 536.0 | 1,792.9 |
| Information and services | 820.5 | 252.9 | 291.3 | 289.7 | 294.8 | 1,128.7 |
| Intersegment Elimination | 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 |


| Revenue |  | 2001 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | YTD 6/30 |
| OPERATING BUSINESSES |  |  |  |  |  |
| Cable and studios | 437.7 | 444.2 |  |  | 881.9 |
| Electronic retailing - U.S. | 385.4 | 381.8 |  |  | 767.2 |
| Electronic retailing - Germany | 78.9 | 80.2 |  |  | 159.1 |
| Ticketing | 150.1 | 163.9 |  |  | 314.0 |
| Hotel reservations | 105.3 | 138.3 |  |  | 243.6 |
| Teleservices | 80.7 | 75.6 |  |  | 156.3 |
| Other | 0.0 | 0.0 |  |  | 0.0 |
| Intersegment Elimination |  | (6.5) |  |  | (6.5) |
| SUB-TOTAL | 1,238.0 | 1,277.5 |  |  | 2,515.5 |
| German DM exchange rate fluctuation | (13.7) | (13.8) |  |  | (27.5) |
| EMERGING BUSINESSES |  |  |  |  |  |
| Citysearch, Match.com and related | 20.9 | 23.1 |  |  | 44.0 |
| Styleclick | 4.0 | 2.4 |  |  | 6.5 |
| Electronic Commerce Solutions | 4.7 | 6.0 |  |  | 10.7 |
| HSN - international and other | 4.5 | 7.5 |  |  | 12.0 |
| USA Films | 51.0 | 62.6 |  |  | 113.6 |
| Trio, NWI, Crime, other emerging media | 6.2 | 6.2 |  |  | 12.3 |
| SUB-TOTAL | 91.4 | 107.7 |  |  | 199.1 |
| TOTAL | 1,315.7 | 1,371.4 |  |  | 2,687.1 |
| USA Network | 216.8 | 221.4 |  |  | 438.2 |
| SCI FI | 69.3 | 70.3 |  |  | 139.7 |
| Studios, net | 151.5 | 152.5 |  |  | 304.0 |


| 437.7 | 444.2 |
| ---: | ---: |
| -------- |  |
| 437.7 | 444.2 |
| 464.2 | 462.0 |
| 336.1 | 377.8 |
| 0.0 | $(6.5)$ |
| ------ | .---- |
| $1,238.0$ | $1,277.5$ |

881.9

Electronic retailing
464.2462.

Information and services
336.1
377.8
713.9 Intersegment Elimination

SUB-TOTAL

| ------- | ------ |
| :--- | :--- |
| $1,238.0$ | $1,277.5$ | -----2,515.5



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

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

| EBITDA | 1999 |  |  | 2000 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | YE 12/31 | Q1 | Q2 | Q3 | Q4 | YTD 12/31 |
| OPERATING BUSINESSES |  |  |  |  |  |  |
| Cable and studios | 433.9 | 138.8 | 139.4 | 118.5 | 151.1 | 547.7 |
| Electronic retailing - U.S. | 214.7 | 49.4 | 52.6 | 53.8 | 74.5 | 230.3 |
| Electronic retailing - Germany | 16.3 | 8.7 | 4.7 | 5.8 | 9.0 | 28.2 |
| Ticketing | 93.3 | 27.4 | 31.6 | 16.7 | 24.4 | 100.0 |
| Hotel reservations | 24.2 | 8.2 | 12.9 | 13.9 | 17.6 | 52.6 |
| Teleservices | 30.4 | 9.5 | 11.9 | 11.1 | 11.0 | 43.6 |
| Corporate and other | (36.1) | (9.6) | (6.8) | (7.1) | (10.0) | (33.5) |
| SUB-TOTAL | 776.6 | 232.2 | 246.3 | 212.6 | 277.7 | 968.9 |
| German DM exchange rate fluctuation |  | (1.0) | (0.6) | (0.9) | (1.5) | (3.9) |
| Nonrecurring credits (charges) |  | 6.3 | (7.8) |  | (4.1) | (5.6) |
| EMERGING BUSINESSES |  |  |  |  |  |  |
| Citysearch, Match.com and related | (60.8) | (17.4) | (15.3) | (14.3) | (11.4) | (58.3) |
| Styleclick | (53.6) | (10.7) | (15.2) | (8.7) | (8.2) | (42.8) |
| Electronic Commerce Solutions | (2.4) | (5.6) | (6.3) | (8.0) | (8.5) | (28.4) |
| HSN - international and other | (4.5) | (1.5) | (2.5) | (4.6) | (5.0) | (13.5) |
| USA Films | 6.4 | 2.2 | (2.3) | (5.8) | (0.6) | (6.6) |
| Trio, NWI, Crime, other emerging media | (3.0) | (2.3) | (2.0) | (0.3) | (2.5) | (7.1) |
| Intersegment Elimination |  |  |  |  |  |  |
| SUB-TOTAL | (117.9) | (35.2) | (43.5) | (41.8) | (36.2) | (156.7) |
| Styleclick restructuring charge |  |  |  |  |  |  |
| TOTAL | 658.7 | 202.3 | 194.4 | 169.9 | 236.0 | 802.6 |
| USA Network | 312.1 | 97.1 | 105.4 | 87.2 | 105.6 | 395.2 |
| SCI FI | 68.9 | 24.2 | 24.9 | 22.4 | 30.2 | 101.7 |
| Studios, net | 52.9 | 17.5 | 9.1 | 8.8 | 15.4 | 50.8 |
| Cable and studios | 433.9 | 138.8 | 139.4 | 118.5 | 151.1 | 547.7 |
| OPERATING BUSINESSES |  |  |  |  |  |  |
| Entertainment | 433.9 | 138.8 | 139.4 | 118.5 | 151.1 | 547.7 |
| Electronic retailing | 230.9 | 58.1 | 57.3 | 59.6 | 83.5 | 258.5 |
| Information and services | 147.9 | 45.0 | 56.4 | 41.7 | 53.1 | 196.2 |
| Corporate and other | (36.1) | (9.6) | (6.8) | (7.1) | (10.0) | (33.5) |
| TOTAL | 776.6 | 232.2 | 246.3 | 212.6 | 277.7 | 968.9 |


| EBITDA | 2001 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | YTD 6/30 |
| OPERATING BUSINESSES |  |  |  |  |  |
| Cable and studios | 163.4 | 171.3 |  |  | 334.7 |
| Electronic retailing - U.S. | 51.7 | 55.2 |  |  | 106.9 |
| Electronic retailing - Germany | 5.6 | 5.9 |  |  | 11.5 |
| Ticketing | 30.2 | 35.5 |  |  | 65.8 |
| Hotel reservations | 15.8 | 21.0 |  |  | 36.8 |
| Teleservices | 10.0 | 10.2 |  |  | 20.2 |
| Corporate and other | (7.9) | (8.2) |  |  | (16.1) |
| SUB-TOTAL | 268.9 | 290.9 |  |  | 559.8 |
| German DM exchange rate fluctuation | (0.9) | (1.0) |  |  | (1.9) |
| Nonrecurring credits (charges) |  |  |  |  | 0.0 |
| EMERGING BUSINESSES |  |  |  |  |  |
| Citysearch, Match.com and related | (11.5) | (8.2) |  |  | (19.7) |
| Styleclick | (10.4) | (5.8) |  |  | (16.3) |
| Electronic Commerce Solutions | (6.5) | (8.6) |  |  | (15.1) |
| HSN - international and other | (6.4) | (7.5) |  |  | (13.9) |
| USA Films | (1.0) | 0.6 |  |  | (0.4) |
| Trio, NWI, Crime, other emerging media | (1.7) | (2.4) |  |  | (4.1) |
| Intersegment Elimination |  | (3.9) |  |  | (3.9) |
| SUB-TOTAL | (37.6) | (35.8) |  |  | (73.4) |
| Styleclick restructuring charge |  | (4.8) |  |  | (4.8) |
| TOTAL | 230.4 | 249.3 |  |  | 479.7 |
|  |  | ----- |  |  |  |



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

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

| P\&L | 1999 | 2000 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | YE 12/31* | Q1* | Q2 | Q3 | Q4 | YE 12/31 * |
| Date Reported: | 02/01/01 | 04/25/01 | 07/25/01 | 10/26/00 | 02/01/01 | 02/01/01 |
| Revenues, net | 3,815.6 | 1,112.4 | 1,134.9 | 1,115.2 | 1,315.9 | 4,673.0 |
| Operating costs and expenses: |  |  |  |  |  |  |
| Costs related to revenues | 2,301.7 | 665.6 | 676.3 | 673.6 | 801.3 | 2,812.4 |
| Other costs and expenses | 855.1 | 244.9 | 264.1 | 281.8 | 278.6 | 1,064.4 |
| Amort. of non-cash distribution |  |  |  |  |  |  |
| Depreciation | 119.2 | 36.5 | 44.6 | 46.3 | 54.0 | 166.1 |
| Amortization of goodwill | 374.0 | 108.0 | 110.5 | 108.9 | 135.1 | 467.3 |
| Total operating costs | 3,650.1 | 1,056.5 | 1,096.8 | 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) | (7.9) | (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) | (9.8) | 60.3 | (28.3) | 14.3 |
| Earnings before income taxes and minority interest | 200.1 | 46.7 | 28.2 | 62.2 | 11.5 | 165.7 |
| Income tax expense | (83.9) | (30.3) | (29.6) | (23.0) | (26.3) | (113.0) |
| Minority interest | (136.7) | (40.4) | (30.2) | (58.6) | (14.4) | (128.5) |
| Loss before cumulative effect of accounting change | (20.5) | (23.9) | (31.6) | (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) | (31.6) | (19.5) | (29.2) | (75.9) |
| Weighted average diluted shares | 352.6 | 361.9 | 363.6 | 367.8 | 368.3 | 366.0 |
| Weighted average fully converted shares | 745.8 | 752.5 | 724.7 | 754.8 | 752.6 | 747.4 |
| Basic earnings per share | \$ (.06) | \$ . 07 | \$ (.09) | \$ (.05) | \$ (.08) | \$ (.21) |
| Diluted earnings per share | \$ (.06) | \$ . 07 | \$ (.09) | \$ (.05) | \$ (.08) | \$ (.21) |
| Fully converted earnings per share | \$ . 12 | \$ . 01 | \$ (.02) | \$ . 04 | \$ (.00) | \$ . 05 |
| EBITDA | 658.7 | 201.9 | 194.4 | 159.8 | 236.0 | 796.3 |
|  |  |  |  |  |  |  |
| Excluding one-time charges and non-operating gains: <br> Basic and diluted earnings per share \$ (.11) \$ (.07) \$ (.07) \$ (.10) \$ (.03) \$ (.19) |  |  |  |  |  |  |
| Cash net income earnings per share |  | \$ . 11 | \$ . 17 | \$ . 07 | \$ . 21 |  |
| Fully converted earnings per share | \$ . 05 | \$ (.01) | \$ (.01) | \$ (.02) | \$ . 03 | \$ . 03 |
| Fully converted cash net income earnings per share |  | \$ . 09 | \$ . 11 | \$ . 10 | \$ . 15 |  |
| P\&L | 2001 |  |  |  |  |  |
|  | Q1* | Q2 | Q3 |  | Q4 | YE 12/31 |
| Date Reported: | 04/25/01 | 07/25 |  |  |  |  |
| Revenues, net | 1,315.7 | 1,371 |  |  |  |  |
| Operating costs and expenses: |  |  |  |  |  |  |
| Costs related to revenues Other costs and expenses | $\begin{aligned} & 800.2 \\ & 285.4 \end{aligned}$ |  |  |  |  |  |

Amort. of non-cash distribution
and marketing expense
Depreciation

| 8.0 | 6.6 |
| ---: | ---: |
| 48.7 | 57.6 |
| 100.2 | 100.8 |
| ---------- |  |
| $1,242.5$ | $1,287.3$ |
| ------ | ----- |
| 73.2 | 84.2 |

Interest expense, net
Gain on disposition of television station

| (11.4) | (12.9) |
| :---: | :---: |
| 0.0 | 0.0 |
| 0.0 | 0.0 |
| (6.5) | (13.7) |
| (17.9) | (26.6) |
| 55.3 | 57.5 |


| Income tax expense | (25.5) | (22.8) |
| :---: | :---: | :---: |
| Minority interest | (49.3) | (45.0) |
| Loss before cumulative effect of accounting change | (19.5) | (10.3) |
| Cumulative effect of accounting change, net of tax | (9.2) | 0.0 |
| Net loss from continuing operations | (28.7) | (10.3) |
| Weighted average diluted shares | ----- 370.2 | ----- 373.8 |
| Weighted average fully converted shares | -----8 758.0 | ------- |
| Basic earnings per share | \$------ <br> (.05) | \$----- |
| Diluted earnings per share | \$----- <br> (.05) | \$ $\begin{gathered}\text {------ } \\ \text { (.03) }\end{gathered}$ |
| Fully converted earnings per share | \$------ <br> -02 | $\text { \$ . } 03$ |
| EBITDA | $230.1$ | ------- |
| Excluding one-time charges and non-operating gains: Basic and diluted earnings per share | \$ (.05) | \$ (.02) |
| Cash net income earnings per share | \$ $\begin{array}{r}\text {------- } \\ \hline\end{array}$ | $\begin{array}{r} ------ \\ \$ \quad .20 \end{array}$ |
|  |  | - |
| Fully converted earnings per share | \$ . 02 | \$ . 04 |
|  |  |  |
| Fully converted cash net income earnings per share | \$ . 12 | \$ . 14 |

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 July 25, 2001.

USA NETWORKS, INC.
OPERATING METRICS
IN MILLIONS EXCEPT PERCENTAGES AND RATINGS.


USA NETWORK
Advertising and other revenue Affiliate revenue

| $57 \%$ | $57 \%$ | $59 \%$ | $58 \%$ |
| :---: | :---: | :---: | :---: |
| $43 \%$ | $43 \%$ | $41 \%$ | $42 \%$ |
| 2.4 | 2.4 | 2.2 | 2.0 |
| 77.2 | 77.4 | 78.2 | 79.4 |


| $57 \%$ | $58 \%$ |
| ---: | ---: |
| $43 \%$ | $42 \%$ |
| 1.7 | 2.1 |
| 79.9 | 79.9 |

58\% 59\%

Average primetime rating
Households (end of period)
77.2
77.4
78.2
79.4
79.9
79.9
81.3
81.9

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

## SCI FI CHANNEL

Advertising and other revenue
Affiliate revenue

Average primetime rating
Households (end of period)

| $60 \%$ | $65 \%$ | $66 \%$ |
| :---: | :---: | :---: |
| $40 \%$ | $35 \%$ | $34 \%$ |
| 0.8 | 0.9 | 0.8 |
| 59.7 | 60.5 | 62.7 |

$63 \%$
$37 \%$
0.9

67\%
65\% 63\% 66\%

| $63 \%$ | $67 \%$ |
| :--- | :--- |
| $37 \%$ | $65 \%$ |

$35 \% \quad 37 \% \quad 34 \%$

5
60.5
62.7
65.1
66.7
66.7
69.4
70.9

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


| 2001 |  |
| :---: | :---: |
| Q1 | Q2 |
| 8.8 | 11.3 |
| 8.0 | 10.3 |

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 July 25, 2001.

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


| 2001 |  |
| :---: | :---: |
| Q1 | Q2 |

HSN - DOMESTIC

| U.S. units shipped | 32.1 | 8.4 | 8.1 | 8.6 | 10.0 | 35.1 | 8.6 | 9.1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| On air gross profit \% | 34.3\% | 33.6\% | 34.7\% | 34.7\% | 32.7\% | 33.8\% | 32.3\% | 33.3\% |
| On air return rate | 20.3\% | 20.9\% | 19.6\% | 20.2\% | 19.2\% | 19.9\% | 20.0\% | 20.0\% |
| On air product mix: |  |  |  |  |  |  |  |  |
| Homegoods | 49\% | 50\% | 46\% | 49\% | 55\% | 51\% | 49\% | 48\% |
| Jewelry | 27\% | 25\% | 28\% | 27\% | 25\% | 26\% | 26\% | 27\% |
| Heath / Beauty | 11\% | 11\% | 13\% | 9\% | 8\% | 10\% | 10\% | 12\% |
| Apparel / Accessories | 13\% | 14\% | 13\% | 15\% | 12\% | 13\% | 15\% | 13\% |
| HSN cable / DBS HH (end of period) | 60.6 | 62.0 | 63.2 | 64.6 | 65.6 | 65.6 | 68.1 | 69.2 |
| HSN total HH (end of period) | 73.7 | 75.2 | 76.4 | 75.9 | 76.8 | 76.8 | 79.9 | 80.8 |
| America's Store FTE's (end of period) | 8.3 | 8.8 | 8.8 | 9.0 | 8.6 | 8.6 | 8.3 | 10.6 |

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

IN MILLIONS EXCEPT REVENUE PER TICKET AND PERCENTAGES.


## TICKETMASTER

| Number of tickets sold $(\mathrm{mm})$ | 75.0 | 21.8 | 22.3 | 20.2 |
| :--- | ---: | ---: | ---: | ---: |
| Gross value of tickets sold (mm) | $\$ 2,781$ | $\$ 812$ | $\$ 881$ | $\$ 782$ |
| Share of tickets sold online | $13.4 \%$ | $19.6 \%$ | $25.5 \%$ | $25.6 \%$ |
| Revenue per ticket | $\$ 5.25$ | $\$ 5.44$ | $\$ 5.89$ | $\$ 5.67$ |


| 18.7 | 83.0 |
| ---: | ---: |
| $\$ 781$ | $\$ 3,256$ |
| $27.9 \%$ | $24.5 \%$ |
| $\$ 5.87$ | $\$ 5.71$ |

23.6
23.5
$\$ 937$ \$1,016
$29.5 \% \quad 33.2 \%$
$\$ 5.96 \quad \$ 6.29$

| 1999 |
| :---: |
| YE |


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


| 2001 |  |
| :---: | :---: |
| Q1 | Q2 |

## hotel reservations network

| Hotel room nights sold (thousands) | 1,229 | 429 | 587 | 717 | 700 | 2,433 | 1,030 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Affiliates (including TravelNow) |  | 6,000 | 10,500 |  | 18,649 | 20,857 |  |
| Properties | 1,500 | 1,750 | 1,925 | 2,150 | 2,700 | 2,700 | 3,084 |
| Cities served | 40 | 49 | 60 | 83 | 97 | 97 | 135 |

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USA NETWORKS, INC.
OPERATING METRICS
IN MILLIONS

CAPITALIZATION
(AS OF 7/20/01)

| Ticker (NASDAQ) | USAI |
| :---: | :---: |
| USAi Common Stock | 312.6 |
| USAi Class B | 63.0 |
| USAi Exchangeable Common Stock | 213.0 |
| USAi Exchangeable Class B | 148.2 |
| Total Shares Outstanding | 736.8 |
| Estimated dilutive options (treasury method)* | 47.0 |
| Fully diluted shares | 783.8 |

Outstanding equity cap
\$19.9 billion
$\$ 21.1$ billion

* Does not include assumed tax savings.

BUSINESS MIX

| Revenue sources (Q2 '01): |  |
| :---: | :---: |
| Merchandise | 33\% |
| Ticketing | 12\% |
| Hotel rooms | 10\% |
| Teleservices / ECS | 6\% |
| Personals | 1\% |
| Commerce | 62\% |
| Advertising | 14\% |
| Production and distribution | 15\% |
| Affiliate fees and subscriptions | 9\% |
| Media | 38\% |
| Online (\% of total) | 18\% |
| International (\% of total) | 12\% |

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