

INFOUSA INC  
Form 8-K  
July 21, 2003

Table of Contents

**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 18, 2003**

**infoUSA INC.**

(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

DELAWARE  
(STATE OR OTHER JURISDICTION OF  
INCORPORATION OR ORGANIZATION)

0-19598  
(COMMISSION FILE NUMBER)

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

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

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

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

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**TABLE OF CONTENTS**

Item 7. Financial Statements and Exhibits

Item 9. Regulation FD Disclosure (Information Being Furnished Under 12).

SIGNATURES

EXHIBIT INDEX

EX-99.1 Press Release

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**Table of Contents**

**Item 7. Financial Statements and Exhibits**

(c) Exhibits

The following exhibit is furnished pursuant to Item 9 and Item 12:

99.1 Press release issued by the registrant on July 18, 2003.

**Item 9. Regulation FD Disclosure (Information Being Furnished Under 12).**

In accordance with the Securities and Exchange Commission Release No. 33-8216, the following information, which is intended to be furnished under Item 12, Results of Operations and Financial Condition, is instead being furnished under Item 9, Regulation FD Disclosure. This information shall not be deemed filed for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the Exchange Act), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

On July 18, 2003, the registrant issued a press release regarding the registrant's results of operations for the quarter ended June 30, 2003. The full text of the press release is filed as Exhibit 99.1 to this Form 8-K.

**The use of EBITDA:**

**EBITDA**, as defined by the Company, is a metric used by management to measure business performance and liquidity. Additionally, management utilizes **EBITDA** and interest coverage to measure business performance. **EBITDA** is defined as net income (loss) before interest expense, income taxes, depreciation & amortization, non-cash stock compensation, investment income, other charges and the cumulative effect of accounting changes.

It is important to note these metrics and non-GAAP measures should be considered in addition to, not as a substitute for, or superior to, net income, operating margin, consolidated statements of cash flows, or other measures of financial performance prepared in accordance with GAAP.

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**Table of Contents**

**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.

**INFOUSA INC**

By /s/ Stormy L. Dean

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Stormy L. Dean,  
Chief Financial Officer

Dated: July 18, 2003

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**Table of Contents**

**EXHIBIT INDEX**

<b><u>Exhibit No.</u></b>	<b><u>Description</u></b>
99.1	Press Release dated July 18, 2003.