# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### **SCHEDULE 14A INFORMATION**

Proxy Statement Pursuant to Section 14(a) of the Securities Exchange Act of 1934

Filed	d by the	e Registrant ⊠	Filed by a Party other than the Registrant $\Box$		
Chec	ck the a	appropriate box:			
	Preli	minary Proxy Statement			
	Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2))				
	Defir	nitive Proxy Statement			
$\times$	Defir	nitive Additional Materi	als		
	Solic	citing Material Pursuant	to §240.14a-12		
			ACXIOM CORPORATION (Name of Registrant as Specified In Its Charter)		
			(Name of Person(s) Filing Proxy Statement, if other than the Registrant)		
Payr	nent of	f Filing Fee (Check the a	appropriate box):		
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	Fee p	paid previously with pre	liminary materials.		
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	(1)	Amount Previously Pa	id:		
	(2)	Form, Schedule or Reg	gistration Statement No.:		

(3) Filing Party:

(4)	Date Filed:

This Schedule 14A filing consists of the following communication relating to the proposed acquisition of the Acxiom Marketing Solutions ("AMS") business of Acxiom Corporation (the "Company") by The Interpublic Group of Companies, Inc. ("IPG") pursuant to the terms of a Membership Interest Purchase Agreement, dated as of July 2, 2017, by and among the Company, IPG, LiveRamp, Inc., a wholly owned subsidiary of the Company and Acxiom Holdings, Inc., a wholly owned subsidiary of the Company:

(i) PowerPoint Slides for Stockholders of Acxiom Corporation.

The item listed above was first used or made available on September 10, 2018.



### What You Will Hear From Me Today

#### **BUSINESS STRATEGY**

- The definitive agreement to sell our AMS division to IPG marks another significant milestone in our transformational
  journey, and we are committed to delivering value and returning capital to shareholders
- This sale will allow us to focus on LiveRamp and strengthen our position as the industry leading SaaS identity platform

#### COMPENSATION PHILOSOPHY

- Our compensation program has a strong focus on the alignment between pay and performance and rewards executives for creating sustainable long-term value for shareholders
- As our business transforms, our compensation philosophy must evolve so that we can remain competitive with our new high growth SaaS peers and we will use an increasing amount of equity to recruit, incentivize, and retain key talent

#### WE ARE ASKING FOR YOUR SUPPORT ON ALL MANAGEMENT PROPOSALS - INCLUDING:

- · The proposed sale of AMS to IPG, and associated Advisory Vote on Golden Parachutes
- Our request for an increase in shares available for equity compensation which will position LiveRamp to attract, retain, and incentivize top talent in a dynamic and growing industry

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### **Business Overview**

Acxiom is a global technology company with a mission to deliver better consumer experiences through the safe and easy use of people-based information. In recent years, we have been strategically driving our business to focus and organize around solutions that provide the critical data foundation marketers need to engage consumers in a digital world.

#### **FY2018 BUSINESS HIGHLIGHTS**

- Total revenue of \$917M, up 7% YoY<sup>1</sup>
- · Strong growth in our LiveRamp Division, with revenue up 43% YoY
- Total non-GAAP EPS of \$0.94, up 32% YoY
- · Continued to deliver new products and capabilities to our customers:
  - Scaled IdentityLink Data Store
  - Launched LiveRamp TV and LiveRamp
- · Returned value to shareholders, repurchasing approximately \$89 million of our common stock during the year

1 Excluding the negative impact from the Acxiom Impact divestiture 2 Shareholder return as of September 6, 2018.

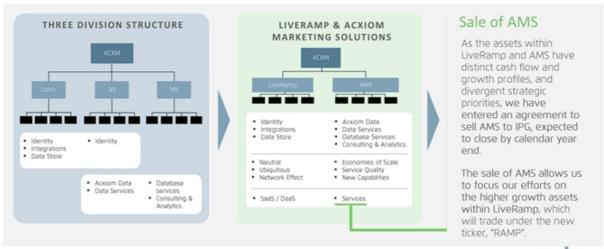






## Portfolio Transformation to Focus on LiveRamp

As part of our long-term transformation efforts to focus on and grow our identity assets, we reorganized into two distinct business units, LiveRamp and AMS, in April 2018, and subsequently entered an agreement to sell AMS in July 2018





### Strategic Sale of Acxiom Marketing Solutions

- Acxiom has signed a definitive agreement to sell Acxiom Marketing Solutions (AMS) to Interpublic Group (IPG) for \$2.3B in cash, subject to customary closing adjustments
- > Sharpens focus on LiveRamp and strengthens position as the industry-leading SaaS identity infrastructure powering exceptional customer experiences
- > Provides capital to execute on our disciplined and balanced capital allocation strategy: pay down debt, return up to \$1B of capital to shareholders, and further fund LiveRamp's growth and innovation
- › Big win for all constituencies IPG, the industry, clients, associates and shareholders

#### DISCIPLINED M&A FOR TARGETED GROWTH

Through a series of strategic acquisitions and divestitures, we are transforming into a higher growth, higher margin SaaS business. We plan to opportunistically pursue additional M&A as part of our growth strategy going forward



Outcome is strategic flexibility, strong balance sheet and adequate liquidity and at the same time, meaningfully rewards shareholders



# A Look Ahead at LiveRamp

0	LiveRamp		
OUR Vision LIVERAMP fulfills	Predictable Recurring Revenue Model	\$250M Revenue Run-Rate <sup>2</sup>	80% Subscription Revenue
our vision for a world where	Proven Ability to Land and Expand	>110% Dollar Based Net Retention	
connected data makes every experience	Strong Commitment from Customers	625 Direct Clients (as of June 2018)	39³ \$1M Clients (as of June 2018)
exceptional	Demonstrated Leverage	>70% Gross Margin	>20% Segment EBITDA Margin

LiveRamp is seeing significant revenue growth of 30%+1 year-over-year, on track to becoming a best-in-class public SaaS business

1 As of Q1 FYY9
2 Revenue run-rate defined as last quarter revenue times four
3 51M clients are counted as \$250K or more subscription-only revenue in the quarter



## Our Peer Group Will Evolve

#### CY2018E Revenue Growth (%)



#### CY2019E Revenue Growth (%)



#### CY2018E Revenue Multiple





(1) LiveRamp growth of 39% is consensus estimate for FY2019 growth ex. FB revenue; (2) ) LiveRamp growth of 32% is consensus estimate for FY2020 growth ex. FB revenue. Source: FactSet consensus estimates as 9/4/18 acxi@m.

# Our Business Transformation Requires Changes to Our Compensation Program

- Our Company has fundamentally changed with the proposed sale of AMS; if approved, we will become a high growth SaaS business based in the most highly competitive and talent rich geographies of San Francisco and New York City
- As our business transforms, our compensation philosophy will evolve so that we can remain competitive with our new high growth SaaS peers and the broader technology space
- We will use equity to recruit, incentivize and retain key talent; equity compensation will align our team with shareholders and further our pay-for-performance philosophy
- We have a strong and proven leadership team that is being held accountable for producing superior results; we will structure our incentive programs to ensure we continue to have best in class technical talent and leadership

We continue to meet regularly with our shareholders to understand their views regarding key metrics for our success and align our compensation plans accordingly



### Key Features of Our Equity Plan Proposal

The purpose of our equity plan is to align long-term incentive compensation with our business strategies and with shareholders' interests, and to recruit and retain top talent

- We are requesting shareholders approve an increase in the number of shares available under the 2005 Equity Plan by 5,000,000 shares
- > We expect the share authorization to provide us with enough shares for awards for up to four years
- Equity compensation will incentivize employees through our business transformation, and attract new personnel to grow and invigorate the LiveRamp brand
- High growth SaaS companies use equity compensation as an important tool in recruiting, retaining, and motivating highly skilled and critical employee talent
- Our new total share reserve would represent ~13.0% funding at the time of the sale of AMS, which approximates the 50th percentile of recent IPO companies
- As ACXM transforms to become a best-in-class SaaS Business, we will need to increasingly rely on equity compensation to remain competitive with SaaS peers

- Plan features designed to serve shareholders' interests and incorporate sound governance practices
- practices

  ✓ No automatic share replenishment or evergreen provisions (common in IPOs)
- ✓ No discounted options or SARS
- √ No repricing of options or SARs without shareholder approval
- ✓ No liberal share counting or "recycling" of shares
- ✓ No liberal change in control definition

This amendment will enable ACXM to continue to provide competitive equity-based awards as our business continues to transform



### Responsible and Broad Based Use of Equity

Our equity program is broad based and used to incentivize a significant proportion of employees beyond the executive level

#### Dilution and Burn Rate are In Line with San Francisco Bay Area (SFBA) Software Company Peers with Revenues <\$1B..

	ACXM vs. Peers
Dilution	Total dilution <sup>1</sup> of 20.9% approximates the 25 <sup>th</sup> percentile of SFBA peers <sup>2</sup>
Burn Rate	3-year average adjusted burn rate of 7.1% approximates the 25th percentile of SFBA peers <sup>2</sup>

#### ...but ACXM Uses Equity to Incentivize Employees Beyond the Executive Level<sup>3</sup>

	ACXM	Peers <sup>4</sup>
Grants to CEO (2018)	3.4%	15.0%
Grants to NEOs (2018)	7.0%	28.1%

Dilution includes awards outstanding and reserved under all plans and includes current request

\*\*Based on company analysis

From the 2018 ISS research report. Figures shown for ACKM and peers computed based on ISS methodology

4-digit GICS peers (average)

We intend to repurchase up to \$1B of common stock through Dec. 2020, assuming the AMS sale is completed



### Severance Arrangements Reflect Transformational Nature of AMS Sale

While the proposed AMS Sale is not a CIC, it involves divesting approximately half of the Company's assets and three quarters of ACXM's latest fiscal year revenue, representing a major transformation of the business

- The proposed AMS sale is a significant transformation for our company, and our Compensation Committee decided to revise our Executive Officers' compensation agreements to reduce uncertainty as the Board and senior management contemplated a major corporate transformation; the revisions were made in February 2018, at the beginning of the strategic outreach, several months before any final decisions for the Company had been made
- Our executives will receive CIC severance treatment only if they resign for good reason under two limited circumstances which involve significant changes to their roles: materially reduced compensation or mandatory relocation within 24 months of a transaction
- When the Compensation Committee made these changes, there was a very likely scenario that a transaction could occur in which our Executive Officers would see a significant diminution of responsibilities
- The changes to the compensation agreements removed uncertainty and allowed our CEO and NEOs to focus on maximizing shareholder value
- As a result of our NEOs' hard work and continued focus, ACXM has come to a proposed transaction that has been positively
  received by the market and has created a significant amount of value

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## We ask for your support at the Annual Meeting

- · We design our executive compensation program to provide a strong link between pay and performance
- Our decision to sell the AMS division will allow us to focus on LiveRamp and strengthen our position as the industry-leading SaaS identity infrastructure
- · Equity compensation will incentivize employees through our business transformation
- · We ask for your support at our 2018 Annual Meeting of Stockholders on the following management proposals:
  - ✓ FOR Election of Directors Proposed by ACXM's Board of Directors
  - √ FOR Advisory Vote on Named Executive Officer Compensation
  - √ FOR AMS Sale
  - ✓ FOR Holdco Merger Agreement, Holdco Merger and LLC Conversion.
  - √ FOR Adjournment(s) of the 2018 Annual Meeting
  - ✓ FOR Advisory Vote to Approve Golden Parachutes
  - ✓ FOR Increase the Number of Shares Available for Issuance Under the 2005 Plan
  - ✓ FOR Ratification of KPMG LLP as ACXM's Independent Registered Public Accountant



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# Appendix

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## Compensation Philosophy & Governance

#### COMPENSATION GOVERNANCE PROFILE SUPPORTS BUSINESS STRATEGY, CULTURE AND VALUES

- Strong link between pay and performance, with consistent, understandable performance measures
- Emphasis on long-term incentives with three-year performance periods
- NEOs are subject to stock ownership guidelines
- Double-trigger change-in-control agreements
- No excise tax gross-ups
- Conduct annual compensation review and compensation-related risk assessment
- Significant portion of compensation "at-risk"

- Clawback policy for incentive compensation
- Policies against short sales, hedging and pledging of stock
- No repricing of stock options
- Limited perquisites and retirement benefits
- The Compensation Committee engages an independent compensation consultant
- Grant performance-based equity awards
  - No dividends or dividend equivalents on unvested equity awards

#### When evaluating and setting the amount of each compensation element, the Compensation Committee considers the following factors:

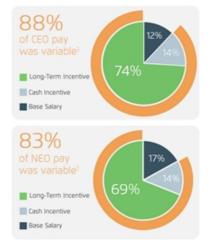
- · Performance against financial and operational objectives
- · Individual executive officer responsibilities, qualifications, length of service, and scope of role compared to executives in our peer group
- Performance of each individual executive officer, based on measurable outcomes, ability to lead business unit or function, and work as part of a team
- · Compensation parity among our executive officers
- · Compensation practices of our peer group and the positioning of each executive officer's compensation in a ranking of peer companies



# Pay Aligned with Strategy and Performance

The majority of compensation opportunities consist of variable incentives based on rigorous performance targets, which reward executives for creating sustainable long-term value for shareholders

	Award Type	Metric	Target	Performance Period
Annual	Cash	50% Adj. EBIT	Set at <u>13% higher</u> than FY17 results	1-year
Anr		50% Adj. Revenue	Set at <u>7.3% higher</u> than FY17 results	
Long-Term Incentive	<u>PSUs</u> 60%¹	Relative TSR	Target payment can only be earned for performance <u>above</u> 60th percentile	3-Year Relative TSR vs. S&P Mid-Cap 400
Long-Ter	<u>RSUs</u> 40% <sup>1</sup>	Stock Price	Based on Stock Price	4-years ratable vesting



<sup>1</sup>Represents weighting for the CEO; for the NEOs, weighting is 50% PSUs, 50 RSUs <sup>2</sup>For FY 2017 ©2018 Acxiom Company Confidential



### Our Board of Directors & Governance Practices

#### HIGHLY QUALIFIED BOARD OF DIRECTORS WITH AN INDEPENDENT CHAIRMAN











- ✓ Commitment to diversity, including through Supplier Diversity Program



✓ No poison pill















Governance Best Practices

✓ Independent chairman of the board

✓ Highly independent board with skills and experience aligned with corporate strategy ✓ Majority vote standard to elect directors ✓ Annual board and committee

✓ Quarterly meetings of the board held to review Company strategy, financial performance, enterprise risks and significant developments

### Forward Looking Statements

This communication contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements generally relate to future events, including the timing of the proposed transaction and other information related to the proposed transaction. In some cases, you can identify forward-looking statements because they contain words such as "may," "will," "should," "expects," "plans," "anticipates," "could," "intends," "target," "projects," "contemplates," "believes," "estimates," "predicts," "potential" or "continue" or the negative of these words or other similar terms or expressions that concern the proposed transaction and our expectations, strategy, plans or intentions regarding it. Forward-looking statements in this communication include, but are not limited to, (i) our expectations regarding the timing, completion and expected benefits of the proposed transaction, (ii) our plans, objectives and intentions with respect to our future operations, our customers and our market, and (iii) the expected impact of the proposed transaction on our business. Our expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties that could cause actual results to differ materially from those projected. These risks include the risk that the transaction may not be completed in a timely manner or at all; the effect of the announcement or pendency of the transaction on our business relationships, results of operations and business generally; risks that the proposed transaction disrupts current plans and operations; and general market, political, economic and business conditions. The forward-looking statements contained in this communication are also subject to other risks and uncertainties, including those more fully described in our filings with the Securities and Exchange Commission, including our Annual Report on Form 10-

We undertake no obligation to update the information contained in this document or any other forward-looking statement.



### Additional Information and Where to Find It

Acxiom will file relevant materials with the Securities and Exchange Commission (the "SEC") in connection with the proposed transaction, including a proxy statement on Schedule 14A. Under the proposed terms, promptly after filing its proxy statement with the SEC, Acxiom will mail or otherwise make available the proxy statement and a proxy card to each stockholder entitled to vote at the annual meeting relating to the proposed transaction. ACXIOM STOCKHOLDERS AND OTHER INVESTORS ARE ADVISED TO CAREFULLY READ THESE MATERIALS (INCLUDING ANY AMENDMENTS OR SUPPLEMENTS THERETO) AND ANY OTHER RELEVANT DOCUMENTS FILED WITH THE SEC IN RESPECT OF THE PROPOSED TRANSACTION WHEN THEY BECOME AVAILABLE, AS THOSE DOCUMENTS WILL CONTAIN IMPORTANT INFORMATION ABOUT THE PROPOSED TRANSACTION AND THE PARTIES TO THE PROPOSED TRANSACTION. Acxiom stockholders and other investors may obtain free copies of the proxy statement and other relevant materials in connection with the proposed transaction (when they become available), along with other documents filed by Acxiom with the SEC, at the SEC's website (http://www.sec.gov).

The directors and executive officers of Acxiom may be deemed to be participants in the solicitation of proxies from the stockholders of Acxiom in connection with the proposed transaction. Information regarding the interests of these directors and executive officers in the transaction described herein will be included in the proxy statement described above. Additional information regarding Acxiom's directors and executive officers is also included in Acxiom's proxy statement for its 2018 Annual Meeting of Stockholders, which was filed with the SEC on August 24, 2018. This document is available free of charge as described in the preceding paragraph.

