# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

# FORM 8-K/A

CURRENT REPORT Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of report (Date of earliest event reported): October 5, 2018 (October 1, 2018)

# LiveRamp Holdings, Inc.

(Exact name of Registrant as Specified in Charter)

Delaware (State or Other Jurisdiction of Incorporation) 001-38669 (Commission File Number) 83-1269307 (I.R.S. Employer Identification No.)

225 Bush Street, Seventeenth Floor San Francisco, CA 94104 (Address of principal executive offices, including zip code)

(866) 352-3267 (Registrant's telephone number, including area code)

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Dere-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company  $\Box$ 

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

#### **Introductory Note**

On October 1, 2018, LiveRamp Holdings, Inc. disclosed the closing of the sale of its Acxiom Marketing Solutions business to The Interpublic Group of Companies, Inc. (the "AMS Sale") in a Current Report on Form 8-K (the "Original Filing"). This Current Report on Form 8-K/A amends the Original Filing to include the pro forma financial information required by Item 9.01(b) of Form 8-K. Except for the filing of such pro forma financial information, this Form 8-K/A does not modify or update other disclosures in, or exhibits to, the Original Filing.

## Item 9.01. Financial Statements and Exhibits.

# (b) **Pro forma financial information.**

The pro forma financial information required by Item 9.01(b) and accompanying notes are filed as Exhibit 99.1 to this Current Report on Form 8-K/A and incorporated herein by reference.

# (d) Exhibits.

| Exhibit No. | Description  |
|-------------|--|
| 99.1        | Unaudited Pro Forma Condensed Consolidated Financial Information |

# 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.

LiveRamp Holdings, Inc.

DATED: October 5, 2018

By: /s/ Warren C. Jenson

 

 Name:
 Warren C. Jenson

 Title:
 President, Chief Financial Officer and Executive Managing Director of International

#### UNAUDITED PRO FORMA CONDENSED CONSOLIDATED FINANCIAL INFORMATION

The unaudited pro forma condensed consolidated financial information shown below is based on historical consolidated financial statements of the Registrant. The accompanying unaudited pro forma condensed consolidated balance sheet as of June 30, 2018 presents the Registrant's historical consolidated statement of financial position, giving effect to the disposition as if it had been completed on June 30, 2018. The accompanying unaudited pro forma condensed consolidated statements of operations for the three months ended June 30, 2018 and for the years ended March 31, 2018, 2017 and 2016 present the Registrant's historical consolidated statements of operations, giving effect to the disposition as if it had been completed on April 1, 2015, the beginning of the earliest period presented.

The unaudited pro forma condensed consolidated financial statements include specific, factually supportable assumptions and adjustments that are directly related to the disposition. These pro forma adjustments have been made to illustrate the anticipated financial effect of the disposition on the Registrant. The adjustments are based upon available information and assumptions that the Registrant believes are reasonable as of the date of this filing. However, actual adjustments may differ materially from the information presented. Assumptions underlying the pro forma adjustments are described in the accompanying notes, which should be read in conjunction with the unaudited pro forma condensed consolidated financial information. The unaudited pro forma condensed consolidated financial statements, including notes thereto, should be read in conjunction with the historical financial statements and notes thereto of the Registrant included in the Registrant's Quarterly Report on Form 10-Q for the three months ended June 30, 2018, and the Registrant's Annual Report on Form 10-K for the year ended March 31, 2018.

# Acxiom Corporation Unaudited Pro Forma Condensed Consolidated Balance Sheet As of June 30, 2018

| (in thousands)                             | Historical<br>Acxiom | AMS<br>Adjustment<br>(Note A) | Other<br>Pro Forma<br>Adjustments | Note<br>Reference | Pro Forma<br>Consolidated |
|--|----------------------|-------------------------------|-----------------------------------|-------------------|---------------------------|
| ASSETS                                     |                      |                               |                                   |                   |                           |
| Current assets:                            |                      |                               |                                   |                   |                           |
| Cash and cash equivalents                  | \$ 95,099            | \$ (1,544)                    | \$2,044,498                       | (B)               | \$ 2,138,053              |
| Trade accounts receivable, net             | 163,767              | (110,331)                     |                                   |                   | 53,436                    |
| Refundable income taxes                    | 11,761               | (11,789)                      | 28                                | (D)               |                           |
| Other current assets                       | 40,167               | (19,689)                      | _                                 |                   | 20,478                    |
| Total current assets                       | 310,794              | (143,353)                     | 2,044,526                         |                   | 2,190,107                 |
| Property and equipment, net of accumulated |                      |                               |                                   |                   |                           |
| depreciation and amortization              | 151,407              | (121,288)                     |                                   |                   | 30,119                    |
| Software, net                              | 31,719               |                               |                                   |                   | 10,736                    |
| Goodwill                                   | 595,795              | (390,841)                     | _                                 |                   | 204,954                   |
| Purchased software licenses, net           | 6,670                | (6,492)                       | _                                 |                   | 178                       |
| Deferred income taxes                      | 11,488               | 76,443                        | (87,903)                          | (D)               | 28                        |
| Deferred commissions, net                  | 18,137               | (10,696)                      |                                   |                   | 7,441                     |
| Other assets, net                          | 40,958               | (2,246)                       | _                                 |                   | 38,712                    |
|  | \$ 1,166,968         | \$(619,456)                   | \$1,956,623                       |                   | \$ 2,504,135              |
| LIABILITIES AND EQUITY                     |                      |                               |                                   |                   |                           |
| Current liabilities:                       |                      |                               |                                   |                   |                           |
| Current installments of long-term debt     | \$ 1,327             | \$ —                          | \$ (1,327)                        | (B)               | \$ —                      |
| Trade accounts payable                     | 47,668               | (23,713)                      | _                                 |                   | 23,955                    |
| Accrued payroll and related expenses       | 21,939               | (11,576)                      | _                                 |                   | 10,363                    |
| Other accrued expenses                     | 58,938               | (13,498)                      |                                   |                   | 45,440                    |
| Deferred revenue                           | 31,621               | (26,710)                      | _                                 |                   | 4,911                     |
| Income taxes payable                       | _                    | —                             | 495,900                           | (D)               | 495,928                   |
|  |                      |                               | 28                                | (D)               |                           |
| Total current liabilities                  | 161,493              | (75,497)                      | 494,601                           |                   | 580,597                   |
| Long term debt                             | 227,435              |                               | (227,435)                         | (B)               |                           |
| Deferred income taxes                      | 42,258               |                               | _                                 |                   |                           |
| Other liabilities                          | 13,726               |                               |                                   |                   | 9,163                     |
| Commitments and contingencies              |                      |                               |                                   |                   |                           |
| Equity:                                    |                      |                               |                                   |                   |                           |
| Common stock                               | 13,773               | _                             | _                                 |                   | 13,773                    |
| Additional paid-in capital                 | 1,256,442            | _                             | _                                 |                   | 1,256,442                 |
| Retained earnings                          | 638,043              | (500,662)                     | 500,662                           | (B)               | 1,826,838                 |
|  |                      |                               | 1,772,598                         | (C)               |                           |
|  |                      |                               | (583,803)                         | (D)               |                           |
| Accumulated other comprehensive income     | 8,899                | 3,524                         |                                   |                   | 12,423                    |
| Treasury stock, at cost                    | (1,195,101)          | ) —                           | —                                 |                   | (1,195,101)               |
| Total equity                               | 722,056              | (497,138)                     | 1,689,457                         |                   | 1,914,375                 |
|  | \$ 1,166,968         | \$(619,456)                   | \$1,956,623                       |                   | \$ 2,504,135              |

# Acxiom Corporation Unaudited Pro Forma Condensed Consolidated Statement of Operations For the Three Months Ended June 30, 2018

| (in the used to except per chara empirite)                   | Historical          | AMS<br>Adjustment       | Other<br>Pro Forma  | Note<br>Reference | Pro Forma                 |
|--|---------------------|-------------------------|---------------------|-------------------|---------------------------|
| (in thousands, except per share amounts)<br>Revenues         | Acxiom<br>\$226,960 | (Note A)<br>\$(164,490) | Adjustments<br>\$ — | Reference         | Consolidated<br>\$ 62,471 |
|  |                     | \$(164,489)             | <b>р</b> —          |                   |                           |
| Cost of revenue  | 117,271             | (93,617)                |                     |                   | 23,654                    |
| Gross profit   | 109,689             | (70,872)                | —                   |                   | 38,817                    |
| Operating expenses:  |                     |                         |                     |                   |                           |
| Research and development                                     | 24,536              | (7,566)                 | —                   |                   | 16,970                    |
| Sales and marketing  | 54,850              | (21,527)                |                     |                   | 33,323                    |
| General and administrative                                   | 34,718              | (16,594)                | _                   |                   | 18,124                    |
| Gains, losses, and other items, net                          | 1,286               | (1,284)                 |                     |                   | 2                         |
| Total operating expenses                                     | 115,390             | (46,971)                |                     |                   | 68,419                    |
| Income (loss) from operations                                | (5,701)             | (23,901)                |                     |                   | (29,602)                  |
| Other income (expense):                                      |                     |                         |                     |                   |                           |
| Interest expense   | (2,838)             |                         | 2,835               | (C)               | (3)                       |
| Other, net   | 524                 | (168)                   |                     |                   | 356                       |
| Total other expense  | (2,314)             | (168)                   | 2,835               |                   | 353                       |
| Income (loss) from operations before income taxes            | (8,015)             | (24,069)                | 2,835               |                   | (29,249)                  |
| Income tax expense (benefit)                                 | (5,000)             | (6,092)                 | 11,159              | (B)               | 67                        |
| Net earnings (loss)  | \$ (3,015)          | \$ (17,977)             | \$ (8,324)          |                   | \$ (29,316)               |
| Basic loss per share   | \$ (0.04)           |                         |                     |                   | \$ (0.38)                 |
| Diluted loss per share                                       | \$ (0.04)           |                         |                     |                   | \$ (0.38)                 |
| Basic shares used in the calculation of net loss per share   | 76,935              |                         |                     |                   | 76,935                    |
| Diluted shares used in the calculation of net loss per share | 76,935              |                         |                     |                   | 76,935                    |

# Acxiom Corporation Unaudited Pro Forma Condensed Consolidated Statement of Operations For the Fiscal Year Ended March 31, 2018

| (in thousands, except per share amounts)                                | Historical<br>Acxiom | AMS<br>Adjustment<br>(Note A) | Other<br>Pro Forma<br>Adjustments | Note<br>Reference | Pro Forma<br>Consolidated |
|---|----------------------|-------------------------------|-----------------------------------|-------------------|---------------------------|
| Revenues  | \$917,406            | \$(697,305)                   | \$ —                              | Iterenee          | \$ 220,101                |
| Cost of revenue   | 466,436              | (370,040)                     |                                   |                   | 96,396                    |
| Gross profit  | 450,970              | (327,265)                     |                                   |                   | 123,705                   |
| Operating expenses:   |                      |                               |                                   |                   |                           |
| Research and development  | 94,873               | (34,168)                      | —                                 |                   | 60,713                    |
| Sales and marketing   | 215,599              | (106,960)                     | —                                 |                   | 108,639                   |
| General and administrative  | 123,526              | (38,372)                      |                                   |                   | 85,154                    |
| Gains, losses, and other items, net                                     | 6,373                | (3,650)                       | —                                 |                   | 2,723                     |
| Total operating expenses  | 440,371              | (183,142)                     |                                   |                   | 257,229                   |
| Income (loss) from operations   | 10,599               | (144,123)                     |                                   |                   | (133,524)                 |
| Other income (expense):   |                      |                               |                                   |                   |                           |
| Interest expense  | (10,131)             | —                             | 10,105                            | (C)               | (26)                      |
| Other, net  | 241                  | 287                           | —                                 |                   | 528                       |
| Total other expense   | (9,890)              | 287                           | 10,105                            |                   | 502                       |
| Income (loss) from operations before income taxes                       | 709                  | (143,836)                     | 10,105                            |                   | (133,022)                 |
| Income tax expense (benefit)  | (22,771)             | 25,414                        | 2,525                             | (B)               | 118                       |
| Net earnings (loss)   | \$ 23,480            | \$(169,250)                   | \$ (12,630)                       |                   | \$ (133,140)              |
| Basic earnings (loss) per share   | \$ 0.30              |                               |                                   |                   | \$ (1.69)                 |
| Diluted earnings (loss) per share                                       | \$ 0.29              |                               |                                   |                   | \$ (1.69)                 |
| Basic shares used in the calculation of net earnings (loss) per share   | 78,891               |                               |                                   |                   | 78,891                    |
| Diluted shares used in the calculation of net earnings (loss) per share | 81,516               |                               |                                   |                   | 78,891                    |

# Acxiom Corporation Unaudited Pro Forma Condensed Consolidated Statement of Operations For the Fiscal Year Ended March 31, 2017

| (in thousands, except per share amounts)                                | Historical<br>Acxiom | AMS<br>Adjustment<br>(Note A) | Other<br>Pro Forma<br>Adjustments | Note<br>Reference | Pro Forma<br>Consolidated |
|---|----------------------|-------------------------------|-----------------------------------|-------------------|---------------------------|
| Revenues  | \$880,247            | \$(705,487)                   | \$ —                              | Iterenee          | \$ 174,760                |
| Cost of revenue   | 477,686              | (377,710)                     |                                   |                   | 99,976                    |
| Gross profit  | 402,561              | (327,777)                     |                                   |                   | 74,784                    |
| Operating expenses:   |                      |                               |                                   |                   |                           |
| Research and development  | 82,109               | (32,742)                      | —                                 |                   | 49,367                    |
| Sales and marketing   | 166,676              | (107,418)                     |                                   |                   | 59,258                    |
| General and administrative  | 129,714              | (36,815)                      |                                   |                   | 92,899                    |
| Gains, losses, and other items, net                                     | 8,373                | (3,700)                       | —                                 |                   | 4,673                     |
| Total operating expenses  | 386,872              | (180,675)                     |                                   |                   | 206,197                   |
| Income (loss) from operations   | 15,689               | (147,102)                     |                                   |                   | (131,413)                 |
| Other income (expense):   |                      |                               |                                   |                   |                           |
| Interest expense  | (7,381)              | _                             | 7,320                             | (C)               | (61)                      |
| Other, net  | 334                  | 378                           | —                                 |                   | 712                       |
| Total other expense   | (7,047)              | 378                           | 7,320                             |                   | 651                       |
| Income (loss) from operations before income taxes                       | 8,642                | (146,724)                     | 7,320                             |                   | (130,762)                 |
| Income tax expense (benefit)  | 4,534                | (47,937)                      | 43,591                            | (B)               | 188                       |
| Net earnings (loss)   | \$ 4,108             | \$ (98,787)                   | \$ (36,271)                       |                   | \$ (130,950)              |
| Basic earnings (loss) per share   | \$ 0.05              |                               |                                   |                   | \$ (1.69)                 |
| Diluted earnings (loss) per share                                       | \$ 0.05              |                               |                                   |                   | \$ (1.69)                 |
| Basic shares used in the calculation of net earnings (loss) per share   | 77,609               |                               |                                   |                   | 77,609                    |
| Diluted shares used in the calculation of net earnings (loss) per share | 79,848               |                               |                                   |                   | 77,609                    |

# Acxiom Corporation Unaudited Pro Forma Condensed Consolidated Statement of Operations For the Fiscal Year Ended March 31, 2016

| (in thousands, except per share amounts)                     | Historical<br>Acxiom | AMS<br>Adjustment<br>(Note A) | Other<br>Pro Forma<br>Adjustments | Note<br>Reference | Pro Forma<br>Consolidated |
|--|----------------------|-------------------------------|-----------------------------------|-------------------|---------------------------|
| Revenues   | \$850,088            | \$(683,537)                   | \$ —                              |                   | \$ 166,551                |
| Cost of revenue  | 488,382              | (383,706)                     | _                                 |                   | 104,676                   |
| Gross profit   | 361,706              | (299,831)                     |                                   |                   | 61,875                    |
| Operating expenses:  |                      |                               |                                   |                   |                           |
| Research and development                                     | 74,247               | (36,108)                      | —                                 |                   | 38,139                    |
| Sales and marketing  | 146,176              | (107,454)                     |                                   |                   | 38,722                    |
| General and administrative                                   | 135,385              | (30,141)                      |                                   |                   | 105,244                   |
| Impairment of goodwill and other assets                      | 6,829                | (6,829)                       | _                                 |                   |                           |
| Gains, losses, and other items, net                          | 12,132               | (10,541)                      |                                   |                   | 1,591                     |
| Total operating expenses                                     | 374,769              | (191,073)                     |                                   |                   | 183,696                   |
| Loss from operations   | (13,063)             | (108,758)                     |                                   |                   | (121,821)                 |
| Other income (expense):                                      |                      |                               |                                   |                   |                           |
| Interest expense   | (7,669)              | —                             | 7,575                             | (C)               | (94)                      |
| Other, net   | 452                  | (900)                         |                                   |                   | (448)                     |
| Total other expense  | (7,217)              | (900)                         | 7,575                             |                   | (542)                     |
| Loss from continuing operations before income taxes          | (20,280)             | (109,658)                     | 7,575                             |                   | (122,363)                 |
| Income tax expense (benefit)                                 | (11,632)             | (32,323)                      | 44,166                            | (B)               | 231                       |
| Net loss from continuing operations                          | \$ (8,648)           | \$ (77,355)                   | \$ (36,591)                       |                   | \$ (122,594)              |
| Basic loss per share from continuing operations              | \$ (0.11)            |                               |                                   |                   | \$ (1.58)                 |
| Diluted loss per share from continuing operations            | \$ (0.11)            |                               |                                   |                   | \$ (1.58)                 |
| Basic shares used in the calculation of net loss per share   | 77,616               |                               |                                   |                   | 77,616                    |
| Diluted shares used in the calculation of net loss per share | 77,616               |                               |                                   |                   | 77,616                    |

### **Acxiom Corporation**

#### Notes to Unaudited Pro Forma Condensed Consolidated Financial Information

As of June 30, 2018 and For the Three Months Ended June 30, 2018 and For the Fiscal Years Ended March 31, 2018, 2017 and 2016

Pro Forma Adjustments to the Condensed Consolidated Balance Sheet as of June 30, 2018

- (A) To eliminate the assets and liabilities to be sold in the disposition of AMS.
- (B) To record net cash proceeds of \$2.0 billion received from the disposition of AMS, representing cash proceeds of \$2.3 billion stated sales price less closing adjustments of \$26.7 million, net of \$228.9 million which was used to repay outstanding indebtedness, and to eliminate AMS equity.
- (C) To record the net gain on the disposition of AMS.
- (D) To accrue the estimated tax impact associated with the gain on the disposition of AMS, to reflect the valuation allowance for LiveRamp's deferred tax assets, and to reclass income tax balances.

Pro Forma Adjustments to the Condensed Consolidated Statements of Operations for the Three Months Ended June 30, 2018 and for the Fiscal Years Ended March 31, 2018, 2017 and 2016

- (A) To eliminate the revenues and direct expenses in the disposition of AMS.
- (B) To reflect the valuation allowance for LiveRamp's deferred tax assets.
- (C) To eliminate interest expense related to repayment of outstanding indebtedness.

#### Other

At April 1, 2018, the Registrant adopted ASU 2014-09, Revenue from Contracts with Customers ("Topic 606") using the modified retrospective method through an increase in retained earnings of approximately \$12.7 million. The cumulative adjustment primarily related to the capitalization of costs of obtaining customer contracts.

The impact of Topic 606 and related disclosures was reflected beginning in the Registrant's Quarterly Report on Form 10-Q for the quarter ended June 30, 2018.