

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): January 25, 2006

ACXIOM CORPORATION
(Exact Name of Registrant as Specified in Its Charter)

DELAWARE
(State or Other Jurisdiction of Incorporation)

0-13163
(Commission File Number)

71-0581897
(IRS Employer Identification No.)

1 Information Way, P.O. Box 8180, Little Rock, Arkansas
(Address of Principal Executive Offices)

72203-8180
(Zip Code)

501-342-1000
(Registrant's Telephone Number, Including Area Code)

Not Applicable
(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- 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)
- Pre-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))

Item 2.02 Results of Operations and Financial Condition

On January 25, 2006, Acxiom Corporation (the "Company") issued a press release announcing the results of its financial performance for the third quarter of fiscal year 2006. The Company will hold a conference call at 4:30 p.m. CST today to discuss this information further. Interested parties are invited to listen to the call, which will be broadcast via the Internet at www.acxiom.com. The press release is furnished herewith as Exhibit 99.1 and incorporated by reference herein.

The Company's press release, including the Financial Road Map, and other communications from time to time include certain non-GAAP financial measures. A "non-GAAP financial measure" is defined as a numerical measure of a company's financial performance, financial position or cash flows that excludes (or includes) amounts that are included in (or excluded from) the most directly comparable measure calculated and presented in accordance with GAAP in the Company's financial statements.

The attached press release utilizes a non-GAAP measure of free cash flow. Free cash flow is defined as operating cash flow less cash used by investing activities excluding the impact of investments in joint ventures and other business alliances and cash paid and/or received in acquisitions and dispositions. The Company's management believes that while free cash flow does not represent the amount of money available for the Company's discretionary spending since certain obligations of the Company must be funded out of free cash flow, it nevertheless provides a useful measure of liquidity for assessing the amount of cash available for general corporate and strategic purposes after funding operating activities and capital expenditures, capitalized software expenses, and deferred costs.

In addition, return on invested capital, also included in the attached press release, is a non-GAAP financial measure. Management defines "return on invested capital" as income from operations adjusted for the implied interest expense included in operating leases divided by the trailing four quarters' average invested capital. The implied interest adjustment for operating leases is calculated by multiplying the average quarterly balances of the present value of operating leases [(beginning balance + ending balance)/2] times an 8% implied interest rate on the leases. Average invested capital is defined as the trailing 4 quarter average of the ending quarterly balances for total assets less cash, less non-interest bearing liabilities, plus the present value of operating leases. Return on invested capital also excludes the impact of certain unusual charges recorded during the quarter ended September 30, 2005. Management believes that return on invested capital is useful because it provides investors with additional information for evaluating the efficiency of the Company's capital deployed in its operations. Return on invested capital does not consider whether the business is financed with debt or equity, but rather calculates a return on all financial capital invested in the business. Return on invested capital includes the present value of future payments on operating leases as a component of the denominator of the calculation, and adjusts the numerator of the calculation for the implied interest expense on those operating leases, in order to recognize the fact that the Company finances portions of its operations with leases instead of using either debt or equity. A reconciliation of return on invested capital to return on assets is included as an attachment to the press release.

Adjusted U.S. operating margin, adjusted international operating margin, and adjusted return on assets are also non-GAAP measures since they exclude unusual charges for the quarter ended September 30, 2005. These charges are excluded as unusual because they were not considered or anticipated when management set the Financial Road Map targets for fiscal 2006, and therefore management believes that it is appropriate to exclude these charges for purposes of comparison to the Financial Road Map. Furthermore, management believes this information will be useful to investors in assessing the Company's performance against the stated Road Map targets. A reconciliation of the adjusted operating margin to operating margin and a reconciliation of adjusted return on assets to return on assets are included in an attachment to the press release.

EBITDA is defined as earnings before interest, taxes, depreciation and amortization. EBITDA is not mentioned in the attached press release, but may be discussed during the conference call. EBITDA can be calculated directly from the financial statements by adding pre-tax income plus interest expense from the statement of operations plus depreciation and amortization from the cash flow statement. Management believes EBITDA is a useful measure of liquidity which may be used by investors to assess the Company's ongoing operations and liquidity.

The non-GAAP financial measures used by the Company in the attached press release may not be comparable to similarly titled measures used by other companies and should not be considered in isolation or as a substitute for measures of performance or liquidity prepared in accordance with GAAP.

Item 9.01 Financial Statements and Exhibits

(c) Exhibits

The following exhibits are furnished herewith:

| Exhibit Number | Description |
|-------------------|---|
| 99.1 | Press Release of the Company dated January 25, 2006 announcing third quarter earnings for fiscal year |

SIGNATURE

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.

Dated: January 25, 2006

ACXIOM CORPORATION

By: /s/ Jerry C. Jones
Name: Jerry C. Jones
Title: Business Development/Legal Leader

EXHIBIT INDEX

| Exhibit Number | Description |
|-------------------|---|
| 99.1 | Press Release of the Company dated January 25, 2006 announcing third quarter earnings for fiscal year 2006. |

For more information, contact:

Katharine Raymond
Investor Relations Coordinator
Acxiom Corporation
(501) 342-1321

Dale Ingram
Public Relations Leader
Acxiom Corporation
(501) 342-4346
EACXM

Acxiom Announces Third-Quarter Results
Company Generates Record Revenue, Earnings, Cash Flow

LITTLE ROCK, Ark.-- January 25, 2006-- Acxiom® Corporation (Nasdaq: ACXM) today announced financial results for the third quarter of fiscal 2006 ended December 31, 2005. Revenue for the quarter was \$347.4 million, income from operations was \$52.7 million, pre-tax earnings were \$44.0 million, and diluted earnings per share (EPS) were \$0.31. All represent record quarterly performances in the Company's history.

Acxiom will hold a conference call at 4:30 p.m. CST today to discuss this information further. Interested parties are invited to listen to the call, which will be broadcast via the Internet at www.acxiom.com.

"Our third-quarter results are very encouraging and demonstrate the continuing improvement in our financial performance," Company Leader Charles D. Morgan said. "Combined with the recent announcement of our strategic partnership with EMC Corporation and the outlook for the fourth quarter and fiscal 2007, our performance in the third quarter is clear evidence of the growing momentum at Acxiom."

Highlights of Acxiom's third-quarter performance include:

- o Revenue of \$347.4 million, up 11 percent from \$312.4 million in the third quarter a year ago. The net impact of acquisitions and divestitures contributed 5 percentage points of this 11 percentage-point growth in revenue.
- o Income from operations of \$52.7 million, a 34 percent increase compared to \$39.4 million in the third quarter last year.
- o Pre-tax earnings of \$44.0 million, up 27 percent from \$34.6 million in the third quarter of fiscal 2005.
- o Diluted earnings per share of \$0.31, a 29 percent increase compared to \$0.24 in the third quarter last year.
- o Operating cash flow of \$95.4 million and free cash flow of \$91.7 million, both of which represent record quarterly cash flow results. The free cash flow of \$91.7 million is a non-GAAP financial measure and a reconciliation to the comparable GAAP measure, operating cash flow, is attached to this press release.
- o A technology and distribution agreement with EMC Corporation that includes \$30 million from EMC to purchase the grid operating system developed by Acxiom and license certain other grid-related software. The deal contributed to \$20 million of the Company's free cash flow performance in the third quarter but had no impact on revenue, earnings or operating cash flow.
- o New contracts that will deliver \$41 million in annual revenue and renewals that total \$31 million in annual revenue.
- o Committed new deals in the pipeline that are expected to generate \$68.4 million in annual revenue.

"The operational improvements we have made, combined with a strong pipeline and the continued signing of new contracts, add up to an improving performance at Acxiom," Company Operations Leader Lee Hodges said. "Our expense-savings initiatives have produced better-than-expected results, and we continue to focus on expense containment and control, which we expect to result in continued improvement in operating margins."

Morgan noted that Acxiom recently completed new contracts with AIG Marketing, Inc., Canadian Tire Financial Services, Inc., Federated Department Stores, Inc., Hyundai Motor America, Lowe's, Nationwide, Novartis Pharmaceuticals Corporation, Staples, ZelnickMedia and Primedia.

Outlook

The Company's expectations for fiscal 2006, fiscal 2007 and beyond are communicated in the Financial Road Map, which is attached.

The Financial Road Map has been updated based on current expectations for fiscal year 2007, and the long-term goals have been updated to reflect the expectation for fiscal year 2010. For the fiscal year ending March 31, 2007, the Company estimates that U.S. revenue will grow 7 percent to 10 percent, the U.S. operating margins will be 14 percent to 15 percent, international revenue will grow 0 percent to 5 percent, and international margin will be 2 percent to 4 percent.

The financial projections stated today are based on the Company's current expectations and the assumption and limitations set forth in the Financial Road Map. These projections are forward-looking, and actual results may differ materially. These projections do not include the potential impact of any mergers, acquisitions, divestitures or other business combinations that may be completed in the future.

About Acxiom

Acxiom Corporation (Nasdaq: ACXM) integrates data, services and technology to create and deliver customer and information management solutions for many of the largest, most respected companies in the world. The core components of Acxiom's innovative solutions are Customer Data Integration (CDI) technology, data, database services, IT outsourcing, consulting and analytics, and privacy leadership. Founded in 1969, Acxiom is headquartered in Little Rock, Arkansas, with locations throughout the United States and Europe, and in Australia and China.

For more information, visit www.acxiom.com.

This release and today's conference call contain forward-looking statements that are subject to certain risks and uncertainties that could cause actual results to differ materially. Such statements may include but are not necessarily limited to the following: that the Company is continuing to experience continued improvement and momentum in financial performance, that we expect that continued focus on expense controls will lead to continued improvement in operating margins, that with the exception of the impact of the net unusual charges recorded in the quarter ended September 30, 2005, the projected revenue, operating margin, return on assets and return on invested capital, operating cash flow and free cash flow, borrowings, dividends and other metrics referred to in the Financial Road Map attached to this release will be within the estimated ranges; that the estimations of revenue, earnings, cash flow, growth rates, restructuring charges and expense reductions will be within the estimated ranges; and that the business pipeline and our anticipated cost structure will allow us to continue to meet or exceed revenue, cash flow and other projections. The following are important factors, among others, that could cause actual results to differ materially from these forward-looking statements: The possibility that we may incur expenses related to unsolicited proposals or other efforts by others to acquire or control the Company; certain contracts may not be closed, or may not be closed within the anticipated time frames; the possibility that certain contracts may not generate the anticipated revenue or profitability; the possibility that negative changes in economic or other conditions might lead to a reduction in demand for our products and services; the possibility of an economic slowdown or that economic conditions in general will not be as expected; the possibility that the historical seasonality of our business may change; the possibility that significant customers may experience extreme, severe economic difficulty; the possibility that the integration of acquired businesses may not be as successful as planned; the possibility that the fair value of certain of our assets may not be equal to the carrying value of those assets now or in future time periods; the possibility that sales cycles may lengthen; the possibility that we may not be able to attract and retain qualified technical and leadership associates, or that we may lose key associates to other organizations; the possibility that we won't be able to properly motivate our sales force or other associates; the possibility that we won't be able to achieve cost reductions and avoid unanticipated costs; the possibility that we won't be able to continue to receive credit upon satisfactory terms and conditions; the possibility that competent, competitive products, technologies or services will be introduced into the marketplace by other companies; the possibility that we may be subjected to pricing pressure due to market conditions and/or competitive products and services; the possibility that there will be changes in consumer or business information industries and markets that negatively impact the Company; the possibility that changes in accounting pronouncements may occur and may impact these projections; the possibility that we won't be able to protect proprietary information and technology or to obtain necessary licenses on commercially reasonable terms; the possibility that we may encounter difficulties when

entering new markets or industries; the possibility that there will be changes in the legislative, accounting, regulatory and consumer environments affecting our business, including but not limited to litigation, legislation, regulations and customs relating to our ability to collect, manage, aggregate and use data; the possibility that data suppliers might withdraw data from us, leading to our inability to provide certain products and services; the possibility that we may enter into short-term contracts which would affect the predictability of our revenues; the possibility that the amount of ad hoc, volume-based and project work will not be as expected; the possibility that we may experience a loss of data center capacity or interruption of telecommunication links or power sources; the possibility that we may experience failures or breaches of our network and data security systems, leading to potential adverse publicity, negative customer reaction, or liability to third parties; the possibility that postal rates may increase, thereby leading to reduced volumes of business; the possibility that our clients may cancel or modify their agreements with us; the possibility that we will not successfully complete customer contract requirements on time or meet the service levels specified in the contracts, which may result in contract penalties or lost revenue; the possibility that we experience processing errors which result in credits to customers, re-performance of services or payment of damages to customers; the possibility that the services of the United States Postal Service, their global counterparts and other delivery systems may be disrupted; and the possibility that we may be affected by other competitive factors.

With respect to the Financial Road Map, all of the above factors apply, along with the following which were assumptions made in creating the Financial Road Map: that the U.S. and global economies will continue to improve at a moderate pace; that global growth will continue to be strong and that globalization trends will continue to grow at an increasing pace; that Acxiom's computer and communications related expenses will continue to fall as a percentage of revenue; that the Customer Information Infrastructure (CII) grid-based environment Acxiom will continue to be implemented successfully over the next 3-4 years and that the new CII infrastructure will continue to provide increasing operational efficiencies; that the acquisitions of companies operating primarily outside of the United States will be successfully integrated and that significant efficiencies will be realized from this integration; relating to operating cash flow and free cash flow, that sufficient operating and capital lease arrangements will continue to be available to the Company to provide for the financing of most of its computer equipment and that software suppliers will continue to provide financing arrangements for most of the software purchases; relating to revolving credit line balance, that free cash flow will meet expectations and that the Company will use free cash flow to pay down bank debt, buy back stock and fund dividends; relating to annual dividends, that the Board of Directors will continue to approve quarterly dividends and will vote to increase dividends over time; relating to diluted shares, that the Company will meet its cash flow expectations and that potential dilution created through the issuance of stock options and warrants will be mitigated by continued stock repurchases in accordance with the Company's stock repurchase program.

With respect to the provision of products or services outside our primary base of operations in the United States, all of the above factors apply, along with the difficulty of doing business in numerous sovereign jurisdictions due to differences in scale, competition, culture, laws and regulations.

Other factors are detailed from time to time in our periodic reports and registration statements filed with the United States Securities and Exchange Commission. We believe that we have the product and technology offerings, facilities, associates and competitive and financial resources for continued business success, but future revenues, costs, margins and profits are all influenced by a number of factors, including those discussed above, all of which are inherently difficult to forecast.

We undertake no obligation to update the information contained in this press release, including the Financial Road Map or any other forward-looking statement.

Acxiom is a registered trademark of Acxiom Corporation.

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ACXIOM CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS
(Unaudited)
(Dollars in thousands, except earnings per share)

| | For the Three Months Ended December 31, | |
|---|--|---------|
| | 2005 | 2004 |
| Revenue: | | |
| Services | 263,266 | 225,811 |
| Data | 84,165 | 86,594 |
| Total revenue | 347,431 | 312,405 |
| Operating costs and expenses: | | |
| Cost of revenue | | |
| Services | 190,993 | 174,960 |
| Data | 48,799 | 52,199 |
| Total cost of revenue | 239,792 | 227,159 |
| Selling, general and administrative | 56,134 | 46,461 |
| Gains, losses and nonrecurring items, net | (1,202) | (640) |
| Total operating costs and expenses | 294,724 | 272,980 |
| Income from operations | 52,707 | 39,425 |
| Other income (expense): | | |
| Interest expense | (8,635) | (5,076) |
| Other, net | (71) | 210 |
| Total other income (expense) | (8,706) | (4,866) |
| Earnings before income taxes | 44,001 | 34,559 |
| Income taxes | 16,720 | 11,079 |
| Net earnings | 27,281 | 23,480 |
| Earnings per share: | | |
| Basic | 0.32 | 0.27 |
| Diluted | 0.31 | 0.24 |

ACXIOM CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS
(Unaudited)
(Dollars in thousands, except earnings per share)

For the Nine Months Ended
December 31,

| | 2005 | 2004 |
|---|----------|----------|
| Revenue: | | |
| Services | 754,958 | 653,730 |
| Data | 233,267 | 246,778 |
| Total revenue | 988,225 | 900,508 |
| Operating costs and expenses: | | |
| Cost of revenue | | |
| Services | 580,462 | 507,459 |
| Data | 149,808 | 153,786 |
| Total cost of revenue | 730,270 | 661,245 |
| Selling, general and administrative | 161,499 | 141,010 |
| Gains, losses and nonrecurring items, net | 9,960 | (984) |
| Total operating costs and expenses | 901,729 | 801,271 |
| Income from operations | 86,496 | 99,237 |
| Other income (expense): | | |
| Interest expense | (21,213) | (14,889) |
| Other, net | 1,870 | 824 |
| Total other income (expense) | (19,343) | (14,065) |
| Earnings before income taxes | 67,153 | 85,172 |
| Income taxes | 26,084 | 30,312 |
| Net earnings | 41,069 | 54,860 |
| Earnings per share: | | |
| Basic | 0.47 | 0.64 |
| Diluted | 0.45 | 0.58 |

ACXION CORPORATION AND SUBSIDIARIES
CALCULATION OF EARNINGS PER SHARE
(Unaudited)
(In thousands, except earnings per share)

For the Three Months Ended
December 31,

| | 2005 | 2004 |
|--|--------|---------|
| Basic earnings per share: | | |
| Numerator - net earnings | 27,281 | 23,480 |
| Denominator - weighted-average shares outstanding | 85,203 | 86,468 |
| Basic earnings per share | 0.32 | 0.27 |
| Diluted earnings per share: | | |
| Numerator: | | |
| Net earnings | 27,281 | 23,480 |
| Interest expense on convertible bonds (net of tax benefit) | - | 1,017 |
| | 27,281 | 24,497 |
| Denominator: | | |
| Weighted-average shares outstanding | 85,203 | 86,468 |
| Dilutive effect of common stock options and warrants | 2,723 | 4,191 |
| Dilutive effect of convertible debt | - | 9,589 |
| | 87,926 | 100,248 |
| Diluted earnings per share | 0.31 | 0.24 |

ACXION CORPORATION AND SUBSIDIARIES
CALCULATION OF EARNINGS PER SHARE
(Unaudited)
(In thousands, except earnings per share)

For the Nine Months Ended
December 31,

| | 2005 | 2004 |
|---|--------|--------|
| Basic earnings per share: | | |
| Numerator - net earnings | 41,069 | 54,860 |
| Denominator - weighted-average shares outstanding | 87,748 | 86,187 |
| Basic earnings per share | 0.47 | 0.64 |
| Diluted earnings per share: | | |
| Numerator: | | |

| | | |
|--|---------------|---------------|
| Net earnings | 41,069 | 54,860 |
| Interest expense on convertible bonds (net of tax benefit) | - | 3,051 |
| | <u>41,069</u> | <u>57,911</u> |
| Denominator: | | |
| Weighted-average shares outstanding | 87,748 | 86,187 |
| Dilutive effect of common stock options and warrants | 2,691 | 3,870 |
| Dilutive effect of convertible debt | - | 9,589 |
| | <u>90,439</u> | <u>99,646</u> |
| Diluted earnings per share | <u>0.45</u> | <u>0.58</u> |

ACXIOM CORPORATION AND SUBSIDIARIES
REVENUES BY SEGMENT
(Unaudited)
(Dollars in thousands)

| | For the Three Months Ended December 31, | |
|---|--|----------------|
| | 2005 | 2004 |
| US Services & Data | 300,086 | 253,898 |
| International Services & Data | 47,345 | 58,507 |
| Total Revenue | <u>347,431</u> | <u>312,405</u> |
| US Supplemental Information: | | |
| Services & Data Excluding IT Mgmt | 210,455 | 178,983 |
| IT Management Services | 89,631 | 74,915 |
| | <u>300,086</u> | <u>253,898</u> |
| International Supplemental Information: | | |
| Services & Data Excluding IT Mgmt | 47,345 | 58,507 |
| IT Management Services | - | - |
| | <u>47,345</u> | <u>58,507</u> |

ACXIOM CORPORATION AND SUBSIDIARIES
REVENUES BY SEGMENT
(Unaudited)
(Dollars in thousands)

| | For the Nine Months Ended December 31, | |
|---|---|----------------|
| | 2005 | 2004 |
| US Services & Data | 851,846 | 740,666 |
| International Services & Data | 136,379 | 159,842 |
| Total Revenue | <u>988,225</u> | <u>900,508</u> |
| US Supplemental Information: | | |
| Services & Data Excluding IT Mgmt | 589,653 | 533,824 |
| IT Management Services | 262,193 | 206,842 |
| | <u>851,846</u> | <u>740,666</u> |
| International Supplemental Information: | | |
| Services & Data Excluding IT Mgmt | 136,379 | 159,842 |
| IT Management Services | - | - |
| | <u>136,379</u> | <u>159,842</u> |

ACXIOM CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS
(Unaudited)
(Dollars in thousands)

| | December 31, 2005 | March 31, 2005 |
|--|----------------------|-------------------|
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 9,906 | \$ 4,185 |
| Trade accounts receivable, net | 261,135 | 250,653 |
| Deferred income taxes | 31,615 | 31,415 |
| Refundable income taxes | - | 1,345 |
| Other current assets | 40,321 | 46,034 |
| Total current assets | <u>342,977</u> | <u>333,632</u> |
| Property and equipment | 663,521 | 581,918 |
| Less - accumulated depreciation and amortization | 324,158 | 258,532 |

| | | |
|--|---------------------|---------------------|
| Property and equipment, net | 339,363 | 323,386 |
| Software, net of accumulated amortization | 47,850 | 57,135 |
| Goodwill | 474,680 | 354,182 |
| Purchased software licenses, net of accumulated amortization | 157,203 | 157,999 |
| Unbilled and notes receivable, excluding current portions | 20,551 | 20,410 |
| Deferred costs, net | 104,419 | 88,851 |
| Data acquisition costs | 40,530 | 48,915 |
| Other assets, net | 22,757 | 15,369 |
| | <u>\$ 1,550,330</u> | <u>\$ 1,399,879</u> |
| ===== | | |
| Liabilities and Stockholders' Equity | | |
| Current liabilities: | | |
| Current installments of long-term obligations | 87,401 | 83,005 |
| Trade accounts payable | 43,622 | 63,295 |
| Accrued payroll and related expenses | 31,841 | 27,435 |
| Other accrued expenses | 81,000 | 74,635 |
| Deferred revenue | 127,753 | 115,892 |
| Income Taxes | 12,182 | - |
| Total current liabilities | <u>383,799</u> | <u>364,262</u> |
| Long-term obligations: | | |
| Long-term debt and capital leases, net of current installments | 404,104 | 104,210 |
| Software and data licenses, net of current installments | 26,740 | 37,494 |
| Total long-term obligations | <u>430,844</u> | <u>141,704</u> |
| Deferred income taxes | 91,329 | 79,079 |
| Commitments and contingencies | | |
| Stockholders' equity: | | |
| Common stock | 10,674 | 10,440 |
| Additional paid-in capital | 627,982 | 588,156 |
| Retained earnings | 391,557 | 363,556 |
| Accumulated other comprehensive loss | 2,141 | 12,616 |
| Treasury stock, at cost | (387,996) | (159,934) |
| Total stockholders' equity | <u>644,358</u> | <u>814,834</u> |
| | <u>\$ 1,550,330</u> | <u>\$ 1,399,879</u> |
| ===== | | |

ACXION CORPORATION AND SUBSIDIARIES
RECONCILIATION OF FREE CASH FLOW TO OPERATING CASH FLOW
(Unaudited)
(Dollars in thousands)

| | Qtr ended 6/30/2002 | Qtr ended 9/30/2002 | Qtr ended 12/31/2002 | Qtr ended 3/31/2003 | Yr ended 3/31/2003 |
|--|------------------------|------------------------|-------------------------|------------------------|-----------------------|
| Net cash provided by operating activities | 60,243 | 53,446 | 76,992 | 63,112 | 253,793 |
| Proceeds received from disposition of assets | 45 | 155 | - | 93 | 293 |
| Capitalized software | (8,652) | (8,958) | (8,726) | (8,237) | (34,573) |
| Capital expenditures | (1,916) | (3,000) | (5,893) | (2,403) | (13,212) |
| Deferral of costs | (3,240) | (4,108) | (3,796) | (3,883) | (15,027) |
| Proceeds from sale and leaseback transaction | - | 7,729 | - | - | 7,729 |
| Free cash flow | <u>46,480</u> | <u>45,264</u> | <u>58,577</u> | <u>48,682</u> | <u>199,003</u> |
| ===== | | | | | |
| | Qtr ended 6/30/2003 | Qtr ended 9/30/2003 | Qtr ended 12/31/2003 | Qtr ended 3/31/2004 | Yr ended 3/31/2004 |
| Net cash provided by operating activities | 48,125 | 49,909 | 79,282 | 82,567 | 259,883 |
| Proceeds received from disposition of assets | 506 | 192 | 39 | 2,046 | 2,783 |
| Capitalized software | (6,335) | (7,296) | (6,510) | (7,703) | (27,844) |
| Capital expenditures | (1,588) | (3,036) | (7,637) | (9,917) | (22,178) |
| Deferral of costs | (6,026) | (4,006) | (5,312) | (9,537) | (24,881) |
| Free cash flow | <u>34,682</u> | <u>35,763</u> | <u>59,862</u> | <u>57,456</u> | <u>187,763</u> |
| ===== | | | | | |
| | Qtr ended 6/30/2004 | Qtr ended 9/30/2004 | Qtr ended 12/31/2004 | Qtr ended 3/31/2005 | Yr ended 3/31/2005 |
| Net cash provided by operating activities | 34,714 | 61,742 | 82,805 | 67,753 | 247,014 |
| Capitalized software | (4,107) | (4,721) | (5,706) | (5,760) | (20,294) |
| Capital expenditures | (1,823) | (4,813) | (3,132) | (4,562) | (14,330) |
| Deferral of costs | (9,610) | (11,113) | (15,502) | (17,203) | (53,428) |
| Free cash flow | <u>19,174</u> | <u>41,095</u> | <u>58,465</u> | <u>40,228</u> | <u>158,962</u> |
| ===== | | | | | |
| | Qtr ended 6/30/2005 | Qtr ended 9/30/2005 | Qtr ended 12/31/2005 | Qtr ended 3/31/2006 | YTD 12/31/2005 |
| Net cash provided by operating activities | 61,476 | 44,785 | 95,414 | | 201,675 |
| Proceeds received from disposition of assets | - | 3,613 | 1,510 | | 5,123 |
| Capitalized software | (5,673) | (5,809) | (5,204) | | (16,686) |
| Cash collected from sale of software | - | - | 20,000 | | 20,000 |
| Capital expenditures | (2,929) | (3,025) | (401) | | (6,355) |
| Deferral of costs | (16,192) | (18,703) | (19,603) | | (54,498) |
| Free cash flow | <u>36,682</u> | <u>20,861</u> | <u>91,716</u> | <u>0</u> | <u>149,259</u> |
| ===== | | | | | |

ACXIOM CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)
(Dollars in thousands)

| | For the Three Months Ended December 31, | |
|--|--|----------|
| | 2005 | 2004 |
| Cash flows from operating activities: | | |
| Net earnings | 27,281 | 23,480 |
| Non-cash operating activities: | | |
| Depreciation and amortization | 59,712 | 50,817 |
| Loss (gain) on disposal or impairment of assets, net | (524) | (50) |
| Deferred income taxes | 4,386 | 11,385 |
| Non-cash stock compensation expense | 346 | - |
| Changes in operating assets and liabilities: | | |
| Accounts receivable | (8,552) | 3,403 |
| Other assets | (6,587) | 5,915 |
| Accounts payable and other liabilities | 4,161 | (18,896) |
| Deferred revenue | 15,191 | 6,751 |
| Net cash provided by operating activities | 95,414 | 82,805 |
| Cash flows from investing activities: | | |
| Disposition of operations | 3,315 | 1,636 |
| Sale of assets | 1,510 | - |
| Capitalized software | (5,204) | (5,706) |
| Capital expenditures | (401) | (3,132) |
| Cash collected from sale of software | 20,000 | - |
| Deferral of costs | (19,603) | (15,502) |
| Payments received from investments | 2,093 | 159 |
| Net cash paid in acquisitions | (2,983) | (6,847) |
| Net cash used by investing activities | (1,273) | (29,392) |
| Cash flows from financing activities: | | |
| Proceeds from debt | 31,833 | 31,663 |
| Payments of debt | (125,264) | (82,175) |
| Dividends paid | (4,259) | (3,464) |
| Sale of common stock | 10,058 | 14,537 |
| Acquisition of treasury stock | (2,430) | (2,840) |
| Net cash used by financing activities | (90,062) | (42,279) |
| Effect of exchange rate changes on cash | (135) | 620 |
| Net increase in cash and cash equivalents | 3,944 | 11,754 |
| Cash and cash equivalents at beginning of period | 5,962 | 10,140 |
| Cash and cash equivalents at end of period | 9,906 | 21,894 |
| Supplemental cash flow information: | | |
| Cash paid during the period for: | | |
| Interest | 7,932 | 3,521 |
| Income taxes | 1,070 | 583 |
| Payments on capital leases and installment payment arrangements | 17,994 | 23,012 |
| Payments on software and data license liabilities | 7,344 | 4,842 |
| Noncash investing and financing activities: | | |
| Issuance of warrants in acquisition | - | 1,833 |
| Enterprise software licenses acquired under software obligation | - | 6,715 |
| Acquisition of property and equipment under capital lease and installment payment arrangements | 14,804 | 27,289 |
| Construction of assets under construction loan | 402 | 4,868 |

ACXIOM CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)
(Dollars in thousands)

| | For the Nine Months Ended December 31, | |
|--|---|-----------|
| | 2005 | 2004 |
| Cash flows from operating activities: | | |
| Net earnings | 41,069 | 54,860 |
| Non-cash operating activities: | | |
| Depreciation and amortization | 172,350 | 139,916 |
| Loss (gain) on disposal or impairment of assets, net | (1,451) | (50) |
| Deferred income taxes | 12,401 | 30,933 |
| Non-cash stock compensation expense | 968 | - |
| Changes in operating assets and liabilities: | | |
| Accounts receivable | (13,838) | (22,746) |
| Other assets | (21,747) | (2,531) |
| Accounts payable and other liabilities | 2,790 | (23,474) |
| Deferred revenue | 9,133 | 2,353 |
| Net cash provided by operating activities | 201,675 | 179,261 |
| Cash flows from investing activities: | | |
| Disposition of operations | 4,844 | 1,636 |
| Sale of assets | 5,123 | - |
| Capitalized software | (16,686) | (14,534) |
| Capital expenditures | (6,355) | (9,768) |
| Cash collected from the sale of software | 20,000 | - |
| Deferral of costs | (54,498) | (36,225) |
| Payments received from investments | 2,855 | 662 |
| Net cash paid in acquisitions | (144,509) | (23,588) |
| Net cash used by investing activities | (189,226) | (81,817) |
| Cash flows from financing activities: | | |
| Proceeds from debt | 423,122 | 129,792 |
| Payments of debt | (216,041) | (217,784) |
| Dividends paid | (13,068) | (10,359) |
| Sale of common stock | 31,609 | 38,208 |
| Acquisition of treasury stock | (231,865) | (30,208) |
| Net cash used by financing activities | (6,243) | (90,351) |
| Effect of exchange rate changes on cash | (485) | 446 |
| Net increase in cash and cash equivalents | 5,721 | 7,539 |
| Cash and cash equivalents at beginning of period | 4,185 | 14,355 |
| Cash and cash equivalents at end of period | 9,906 | 21,894 |

Supplemental cash flow information:

| | | |
|--|--------|--------|
| Cash paid (received) during the period for: | | |
| Interest | 18,405 | 13,409 |
| Income taxes | (376) | 1,080 |
| Payments on capital leases and installment payment arrangements | 53,890 | 49,645 |
| Payments on software and data license liabilities | 17,141 | 13,899 |
| Noncash investing and financing activities: | | |
| Issuance of warrants in acquisition | - | 1,833 |
| Enterprise software licenses acquired under software obligation | 8,380 | 12,682 |
| Acquisition of property and equipment under capital lease and installment payment arrangements | 70,377 | 66,359 |
| Construction of assets under construction loan | 7,200 | 17,979 |

ACXIOM CORPORATION AND SUBSIDIARIES
SUMMARIZED SUPPLEMENTAL CASH FLOW INFORMATION
(Unaudited)
(Dollars in thousands)

| | | | | | Last 12 |
|--|----------|-----------|----------|----------|-----------|
| | 03/31/05 | 06/30/05 | 09/30/05 | 12/31/05 | Months |
| Free cash flow | 40,228 | 36,682 | 20,861 | 91,716 | 189,487 |
| Change in revolver | 10,921 | 259,800 | 96,665 | (66,378) | 301,008 |
| Other debt proceeds | 4,175 | - | - | - | 4,175 |
| Debt payments (excluding payments on line of credit) | (22,316) | (32,224) | (23,729) | (27,053) | (105,322) |
| Sale of common stock | 5,776 | 13,527 | 8,024 | 10,058 | 37,385 |
| Acquisition of treasury stock | (33,551) | (160,354) | (69,081) | (2,430) | (265,416) |
| Dividends paid | (4,290) | (4,432) | (4,377) | (4,259) | (17,358) |
| Payments received from investments | 235 | 721 | 41 | 2,093 | 3,090 |
| Proceeds from the disposition of operations | - | - | 1,529 | 3,315 | 4,844 |
| Net cash paid in acquisitions | (18,612) | (106,719) | (34,807) | (2,983) | (163,121) |
| Effect of exchange rate changes on cash | (275) | (297) | (53) | (135) | (760) |
| Net change in cash | (17,709) | 6,704 | (4,927) | 3,944 | (11,988) |

| Years Ending March 31, | Actual Fiscal 2005 | Actual Q3 Fiscal 2006 | Actual YTD Fiscal 2006 |
|---|--------------------|-----------------------|------------------------|
| U.S. Revenue Growth | 9.0% | 18.2% | 15.0% |
| U.S. Revenue | \$1,011 million | \$300 million | \$851 million |
| International Revenue Growth | 152.9% | -19.1% | -14.7% |
| International Revenue | \$213 million | \$47 million | \$136 million |
| U.S. Operating Margin | 11.3% | 16.3% | 10.8% |
| Adjusted U.S. Operating Margin | 11.3% | 16.3% | 11.9%(3) |
| International Operating Margin | 3.9% | 7.9% | -4.0% |
| Adjusted International Operating Margin | 3.9% | 7.9% | 0.9%(3) |
| Return on Assets (2) | 9.2% | 7.2% | 7.2% |
| Adjusted Return on Assets (2) | | 8.3%(3) | 8.3%(3) |
| Return on Invested Capital (2) | 11.0% | 10.1%(3) | 10.1%(3) |
| Operating Cash Flow | \$247 million | \$95 million | \$201 million |
| Free Cash Flow | \$159 million | \$92 million | \$149 million |
| Revolving Credit Line Balance | \$11 million | \$301 million | \$301 million |
| Dividends Per Share | \$0.17 | \$0.05 | \$0.15 |

1 Assumptions and definitions are defined on the following schedule: "Financial Road Map assumptions and definitions"

2 ROA and ROIC are calculated on a trailing 4 quarters basis.

3 Results exclude unusual charges of \$9.1 million for U.S. and \$6.7 million for International in the quarter ended September 30, 2005. These charges are excluded v

ACXIOM CORPORATION

Financial Road Map Assumptions and Definitions

Assumptions

- The effective tax rate is projected to be approximately 38% for future years.
- Interest rates are assumed to increase slightly over the current levels.
- Excluding acquired NOLs, the Company expects to utilize all of its federal tax loss carry forwards during fiscal 2006. Excluding acquired credit to utilize all of its federal credits and begin paying regular tax in fiscal 2007. The Company expects to gradually begin paying state taxes as based on achievement of the Company's business plan.
- The Company will pay incentives under its bonus plan of \$5 to \$10 million for fiscal 2006 and \$15 to \$25 million for each of the years beginning
- The Company will maintain a relatively constant mix of business for each of its three business segments.
- Foreign exchange rates will remain at approximately the current levels.
- Stock repurchases will be in amounts that yield the highest shareholder return considering all other uses for the available cash.
- Diluted outstanding shares will increase slightly to reflect the impact of in-the-money options as the stock price increases.
- Long-term goals are based on the Company's current assessment of opportunities and are subject to change. There are risks associated with obtain are explained under forward looking statements in the press release accompanying this Financial Road Map. Acxiom disclaims any obligation to upc contained in this Financial Road Map.

Definitions

- Revenue Growth is defined as the percentage growth compared to the previous corresponding fiscal year or comparable period.
- Operating Margin is defined as the income from operations as a percentage of revenue.
- Return on Assets (ROA) is defined as income from operations divided by average total assets for the trailing four quarters.
- Return on Invested Capital (ROIC) is defined as income from operations adjusted for the implied interest expense included in operating leases divided by the trailing four quarters' average invested capital. The implied interest adjustment for operating leases is calculated by multiply: quarterly balances of the present value of operating leases [(beginning balance + ending balance)/2] x an 8% implied interest rate on the lease. Average invested capital is defined as the trailing four-quarter average of the ending quarterly balances for total assets less operating cash, plus the present value of operating leases.
- Operating Cash Flow is as shown on the Company's cash flow statement.
- Free Cash Flow is defined as cash flow from operating activities less cash flow from investing activities excluding net cash paid or received for divestitures, joint ventures and investments.
- Revolving Credit Line Balance is defined as actual funds borrowed under the Company's revolving line of credit facility at the end of the period

8. Dividends Per Share is defined as the sum of the dividends for that period.

| Years Ending March 31, | Actual Fiscal 2005 | | Actual Q3 Fiscal 2006 | |
|--|-----------------------|-----------|--------------------------|---------|
| | U.S. Operating Margin | | | |
| U.S. Revenue | | 1,010,513 | | 300,086 |
| U.S. Operating Income | | 113,992 | | 48,965 |
| U.S. Operating Income Margin | | 11.3% | | 16.3% |
| Gains, losses and nonrecurring items, net | | 0 | | 0 |
| ValueAct Defense | | 0 | | 0 |
| Lawsuit Expenses | | 0 | | 0 |
| Adjusted U.S. Operating Income (6) | | 113,992 | | 48,965 |
| Adjusted U.S. Operating Income Margin (6) | | 11.3% | | 16.3% |
| International Operating Margin | | | | |
| International Revenue | | 212,529 | | 47,345 |
| International Operating Income | | 8,200 | | 3,741 |
| International Operating Income Margin | | 3.9% | | 7.9% |
| Gains, losses and nonrecurring items, net | | 0 | | 0 |
| Adjusted International Operating Income (6) | | 8,200 | | 3,741 |
| Adjusted International Operating Income Margin (6) | | 3.9% | | 7.9% |

| Free Cash Flow | | | |
|--|--|----------|----------|
| Net cash provided by operating activities | | 247,014 | 95,414 |
| Proceeds received from disposition of assets | | 0 | 1,510 |
| Capitalized software | | (20,294) | (5,204) |
| Proceeds received from sale of software | | 0 | 20,000 |
| Capital expenditures | | (14,330) | (401) |
| Deferral of costs | | (53,428) | (19,603) |
| Free cash flow | | 158,962 | 91,716 |

Free cash flow as defined by the Company may not be comparable to similarly titled measures reported by other companies. Management of the Company may represent the amount of money available for the Company's discretionary spending since certain obligations of the Company must be funded out of free cash flow by allowing an assessment of the amount of cash available for general corporate and strategic purposes, including debt payments, after funding operations. The above table reconciles free cash flow to cash provided by operating activities, the nearest comparable GAAP measure.

| | Actual Fiscal 2005 | | | Actual Q3 Fiscal 2006 | | | |
|--|-----------------------|-----------|-----------|--------------------------|-----------|-----------|-----------|
| | Adjusted | | | Adjusted | | | |
| Return on Assets (ROA) and Return on Invested Capital (ROIC)(5) | ROA | ROA | ROIC | ROA | ROA | ROIC | ROA |
| Numerator: | | | | | | | |
| Income from operations | 122,192 | 122,192 | 122,192 | 109,451 | 109,451 | 109,451 | 109,451 |
| Unusual Charges, Net (6) | 0 | 0 | 0 | 15,776 | 15,776 | 15,776 | 15,776 |
| Add implied interest on operating leases (1) | | | 13,903 | | | 12,241 | |
| | 122,192 | 122,192 | 136,095 | 109,451 | 125,227 | 137,467 | 109,451 |
| Denominator: | | | | | | | |
| Average total assets (2) | 1,321,122 | 1,321,122 | 1,321,122 | 1,514,779 | 1,514,779 | 1,514,779 | 1,514,779 |
| Less average cash (3) | | | (11,858) | | | (7,736) | |
| Less average non-interest bearing current liabilities (4) | | | (246,280) | | | (286,759) | |
| Plus average present value of operating leases (1) | | | 168,734 | | | 144,860 | |
| | 1,321,122 | 1,321,122 | 1,231,717 | 1,514,779 | 1,514,779 | 1,365,143 | 1,514,779 |
| Return on invested capital | 9.2% | 9.2% | 11.0% | 7.2% | 8.3% | 10.1% | 7.2% |

Notes

- 1 Average present value of operating leases is the average for the trailing 4 quarter ends of the present value of future payments on operating leases. The implied interest added to the numerator is the 8% assumed interest charge on the average quarterly balance [(beginning + ending) / 2].
- 2 Average total assets is the average of the GAAP amount for the trailing 4 quarter ends.
- 3 Average cash is the average of the GAAP amount for the trailing 4 quarter ends. Future cash balances above \$10.0 million are assumed to be restricted.
- 4 Average non-interest bearing current liabilities is the average for the trailing 4 quarter ends of all current liabilities excluding interest bearing liabilities.
- 5 ROA and ROIC figures are calculated on a trailing 4 quarters basis.
- 6 Results exclude unusual charges of \$9.1 million for U.S. and \$6.7 million for International in the quarter ended September 30, 2005. All other time periods are as reported for GAAP.

Return on Invested Capital (ROIC) as defined by the Company, may not be comparable to similarly titled measures reported by other companies. Management of the Company may represent the amount of money available for the Company's discretionary spending since certain obligations of the Company must be funded out of free cash flow by allowing an assessment of the amount of cash available for general corporate and strategic purposes, including debt payments, after funding operations. The above table reconciles ROIC to a ROA calculation using GAAP numbers. The Company uses ROIC in a number of ways, including pricing analysis, capital