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MEMBERWORKS INC  
Form 10-Q  
November 14, 2001

UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF  
THE SECURITIES EXCHANGE ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED SEPTEMBER 30, 2001

Commission File No. 0-21527

MEMBERWORKS INCORPORATED

-----  
(Exact name of registrant as specified in its charter)

DELAWARE

-----  
(State of Incorporation)

06-1276882

-----  
(I.R.S. Employer  
Identification No.)

9 West Broad Street;  
Stamford, Connecticut

-----  
(Address of principal executive offices)

06902

-----  
(Zip Code)

(203) 324-7635

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

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months, and (2) has been subject to such filing requirements for the past 90 days. Yes X No \_\_\_\_

The number of shares outstanding of the Registrant's capital stock: 14,985,092 shares of Common Stock, \$0.01 par value as of October 25, 2001.

MEMBERWORKS INCORPORATED  
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### MEMBERWORKS INCORPORATED

#### CONDENSED CONSOLIDATED BALANCE SHEETS (In thousands, except per share amounts)

|  | September 30,<br>2001 | June 30,<br>2001 |
|--|-----------------------|------------------|
|  | -----                 | -----            |
| ASSETS   | (Unaudited)           |                  |
| Current assets:                                  |                       |                  |
| Cash and cash equivalents                        | \$ 47,351             | \$ 22,7          |
| Marketable securities                            | 12,245                |                  |
| Accounts receivable                              | 15,263                | 20,4             |
| Prepaid membership materials                     | 4,541                 | 3,9              |
| Prepaid expenses                                 | 2,528                 | 5,8              |
| Membership solicitation and other deferred costs | 137,651               | 154,0            |
|  | -----                 | -----            |
| Total current assets                             | 219,579               | 207,0            |
| Fixed assets, net                                | 37,046                | 39,6             |
| Goodwill, net                                    | 42,039                | 84,8             |
| Intangible assets, net                           | 9,314                 | 14,2             |
| Other assets                                     | 2,135                 | 2,6              |
|  | -----                 | -----            |
| Total assets                                     | \$ 310,113            | \$ 348,4         |
|  | =====                 | =====            |
| LIABILITIES AND SHAREHOLDERS' EQUITY (DEFICIT)   |                       |                  |
| Current liabilities:                             |                       |                  |
| Current maturities of long-term obligations      | \$ 629                | \$ 5             |
| Accounts payable                                 | 42,940                | 49,5             |
| Accrued liabilities                              | 52,244                | 64,6             |
| Due to related parties                           | --                    | 2,0              |
| Deferred membership fees                         | 209,797               | 243,0            |
|  | -----                 | -----            |
| Total current liabilities                        | 305,610               | 359,7            |
| Long-term liabilities                            | 2,646                 | 3,0              |
|  | -----                 | -----            |

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|   |            |          |
|---|------------|----------|
| Total liabilities   | 308,256    | 362,7    |
| Minority interest   | --         | 6,5      |
| Mandatorily redeemable convertible preferred securities of subsidiary   | --         | 5,1      |
| Shareholders' equity (deficit):   |            |          |
| Preferred stock, \$0.01 par value -- 1,000 shares authorized; no shares issued                                    | --         |          |
| Common stock, \$0.01 par value -- 40,000 shares authorized; 17,392 shares issued (17,308 shares at June 30, 2001) | 174        | 1        |
| Capital in excess of par value  | 108,665    | 107,8    |
| Accumulated deficit   | (45,752)   | (80,1    |
| Accumulated other comprehensive loss  | (534)      | (3       |
| Treasury stock, 2,234 shares at cost (1,920 shares at June 30, 2001)  | (60,696)   | (53,4    |
|   | -----      | -----    |
| Total shareholders' equity (deficit)  | 1,857      | (25,9    |
|   | -----      | -----    |
| Total liabilities and shareholders' equity (deficit)  | \$ 310,113 | \$ 348,4 |
|   | =====      | =====    |

The accompanying notes are an integral part of these consolidated financial statements.

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MEMBERWORKS INCORPORATED

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)  
(In thousands, except per share data)

|  | For the three m |
|--|-----------------|
|  | September       |
|  | -----           |
|  | 2001            |
|  | -----           |
| Revenues   | \$ 118,964      |
| Expenses:  |                 |
| Operating  | 21,068          |
| Marketing  | 76,790          |
| General and administrative                                     | 23,009          |
| Amortization of intangible assets                              | 675             |
|  | -----           |
| Operating loss   | (2,578)         |
| Gain on sale of subsidiary (Note 4)                            | 65,608          |
| Net (loss) gain on investment (Note 4)                         | (22,296)        |
| Other (expense) income, net, principally interest              | (90)            |
|  | -----           |
| Income (loss) before equity in affiliate and minority interest | 40,644          |
| Equity in income of affiliate                                  | --              |
| Minority interest (Note 5)                                     | 450             |
|  | -----           |
| Income (loss) before income taxes                              | 41,094          |
| Provision for income taxes                                     | 743             |

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|  |           |
|--|-----------|
|  | -----     |
| Income (loss) before cumulative effect of accounting change                    | 40,351    |
| Cumulative effect of accounting change (Note 2)                                | (5,907)   |
|  | -----     |
| Net income (loss)  | \$ 34,444 |
|  | =====     |
|  |           |
| Basic earnings (loss) per share:   |           |
| Income (loss) before cumulative effect of accounting change                    | \$ 2.62   |
| Cumulative effect of accounting change   | (0.38)    |
|  | -----     |
| Basic earnings (loss) per share  | \$ 2.24   |
|  | =====     |
|  |           |
| Diluted earnings (loss) per share:   |           |
| Income (loss) before cumulative effect of accounting change                    | \$ 2.51   |
| Cumulative effect of accounting change   | (0.37)    |
|  | -----     |
| Diluted earnings (loss) per share  | \$ 2.14   |
|  | =====     |
|  |           |
| Weighted average common shares used in earnings (loss) per share calculations: |           |
| Basic  | 15,379    |
|  | =====     |
| Diluted  | 16,077    |
|  | =====     |

The accompanying notes are an integral part of these consolidated financial statements.

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MEMBERWORKS INCORPORATED

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)  
(In thousands)

|  | For the three months ended<br>September 30, |             |
|--|---|-------------|
|  | 2001  | 2000        |
|  | -----                                       | -----       |
| OPERATING ACTIVITIES   |   |             |
| Net income (loss)  | \$ 34,444                                   | \$ (32,888) |
| Adjustments to reconcile net income (loss) to net cash used in operating activities: |   |             |
| Cumulative effect of accounting change   | 5,907                                       | 25,730      |
| Gain on sale of subsidiary   | (65,608)                                    | --          |
| Net loss (gain) on investment  | 22,296                                      | (229)       |
| Minority interest  | (450)                                       | (2,018)     |
| Equity in income of affiliate  | --  | (83)        |
| Revenues before deferral   | 105,496                                     | 113,391     |
| Revenues recognized  | (118,964)                                   | (97,799)    |
| Marketing costs before deferral  | (70,386)                                    | (72,744)    |
| Marketing costs expensed   | 76,790                                      | 61,254      |
| Depreciation and amortization  | 3,428                                       | 4,493       |

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|  |           |           |
|--|-----------|-----------|
| Other  | 42        | 313       |
| Change in assets and liabilities:                            |           |           |
| Accounts receivable  | 4,053     | (5,879)   |
| Prepaid membership materials                                 | (638)     | (1,960)   |
| Prepaid expenses   | 61        | (1,969)   |
| Other assets   | 23        | 940       |
| Related party payables                                       | 12        | 92        |
| Accounts payable   | (748)     | (5,781)   |
| Accrued liabilities  | (8,483)   | 1,137     |
|  | -----     | -----     |
| Net cash used in operating activities                        | (12,725)  | (14,000)  |
|  | -----     | -----     |
| INVESTING ACTIVITIES   |           |           |
| Acquisition of fixed assets                                  | (1,890)   | (2,982)   |
| Proceeds from sale of subsidiary, net of cash sold           | 45,998    | --        |
| Business combinations, net of cash acquired                  | --        | 2,996     |
|  | -----     | -----     |
| Net cash provided by investing activities                    | 44,107    | 14        |
|  | -----     | -----     |
| FINANCING ACTIVITIES   |           |           |
| Net proceeds from issuance of stock and warrants             | 886       | 443       |
| Net borrowings from credit facility                          | --        | 315       |
| Treasury stock purchases                                     | (7,330)   | (647)     |
| Payments of long-term obligations                            | (191)     | (18)      |
|  | -----     | -----     |
| Net cash (used in) provided by financing activities          | (6,635)   | 93        |
|  | -----     | -----     |
| Effect of exchange rate changes on cash and cash equivalents | (132)     | (3)       |
|  | -----     | -----     |
| Net increase (decrease) in cash and cash equivalents         | 24,615    | (13,896)  |
| Cash and cash equivalents at beginning of period             | 22,736    | 30,169    |
|  | -----     | -----     |
| Cash and cash equivalents at end of period                   | \$ 47,351 | \$ 16,273 |
|  | =====     | =====     |

The accompanying notes are an integral part of these consolidated financial statements.

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MEMBERWORKS INCORPORATED

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

NOTE 1 - BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America for interim financial information. Accordingly, such statements do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three months ended September 30, 2001 are not necessarily indicative of the results that may be expected for the fiscal year ending June 30, 2002. For further information, refer to the financial statements and footnotes thereto included in the Company's Annual Report on Form 10-K with

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respect to the fiscal year ended June 30, 2001.

Certain reclassifications have been made to prior period financial statements to conform to the current presentation of the financial statements.

### NOTE 2 - CUMULATIVE EFFECT OF ACCOUNTING CHANGE

#### Adoption of SFAS 142

In July 2001, the Financial Accounting Standards Board ("FASB") issued Statement No. 142, "Goodwill and Other Intangible Assets" ("SFAS 142"), which is effective for fiscal years beginning after December 15, 2001. Early adoption is permitted for entities with fiscal years beginning after March 15, 2001, provided that the first interim financial statements have not been previously issued. The Company adopted SFAS 142 effective July 1, 2001. SFAS 142 addresses how intangible assets that are acquired individually or with a group of other assets should be accounted for in the financial statements upon their acquisition and after they have been initially recognized in the financial statements. SFAS 142 requires that goodwill and intangible assets that have indefinite useful lives not be amortized but rather tested at least annually for impairment, and intangible assets that have finite useful lives be amortized over their useful lives.

With the adoption of SFAS 142, the Company reassessed the useful lives and residual values of all acquired intangible assets to make any necessary amortization period adjustments. Based on that assessment, only goodwill was determined to have an indefinite useful life and no adjustments were made to the amortization period or residual values of other intangible assets. The Company has determined that there is an impairment of goodwill of \$5,907,000 at one of its reporting units due to the change in methodology of calculating impairment under SFAS 142 and recent downward trends in the operations of the reporting unit (see Note 7). This amount has been recorded as a cumulative effect of accounting change in the statement of operations for the three months ended September 30, 2001.

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### MEMBERWORKS INCORPORATED

#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

The following pro forma net income and earnings per share have been prepared assuming SFAS 142 was adopted as of July 1, 2000. Pro forma balances have been adjusted to exclude goodwill amortization expense which is no longer recorded under the provisions of SFAS 142 (in thousands, except per share data).

|   | Three Months Ended<br>September 30, |            |
|---|-------------------------------------|------------|
|   | 2001                                | 2000       |
| Net income (loss) from continuing operations:         |                                     |            |
| Reported net income (loss) from continuing operations | \$ 40,351                           | \$ (7,158) |
| Indefinite lived intangible asset amortization        | --                                  | 1,643      |
|   | \$ 40,351                           | \$ (5,515) |
|   | =====                               | =====      |

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|  |         |           |
|--|---------|-----------|
| Basic earnings (loss) per share:               |         |           |
| Reported earnings (loss) per share             | \$ 2.62 | \$ (0.48) |
| Indefinite lived intangible asset amortization | --      | 0.11      |
|  | -----   | -----     |
| Adjusted earnings (loss) per share             | \$ 2.62 | \$ (0.37) |
|  | =====   | =====     |
| Diluted earnings (loss) per share:             |         |           |
| Reported earnings (loss) per share             | \$ 2.51 | \$ (0.48) |
| Indefinite lived intangible asset amortization | --      | 0.11      |
|  | -----   | -----     |
| Adjusted earnings (loss) per share             | \$ 2.51 | \$ (0.37) |
|  | =====   | =====     |

### Adoption of SAB 101

The Company adopted Staff Accounting Bulletin 101, "Revenue Recognition in Financial Statements" ("SAB 101") as of July 1, 2000. SAB 101 establishes the Security and Exchange Commission's (the "Staff") preference that membership fees should not be recognized in earnings prior to the expiration of refund privileges. Effective July 1, 2000, the Company changed its method of accounting for membership fee revenue to comply with the Staff's preferred method as outlined in SAB 101. Membership fees, and the related direct costs associated with acquiring the underlying memberships, are no longer recognized on a pro-rata basis over the corresponding membership period, but instead are recognized in earnings upon the expiration of membership refund privileges. The cumulative effect of this change in accounting principle as of July 1, 2000 of \$25,730,000 was recorded in the fiscal quarter ended September 30, 2000. The membership fees, net of estimated refunds and associated direct costs, which were deferred as part of the cumulative effect adjustment at July 1, 2000 were recognized in earnings during fiscal year 2001 as the underlying refund privileges expired. During the first quarter ended September 30, 2000, the Company recognized \$31,735,000 of revenue which was included as a component of the cumulative effect of accounting change booked July 1, 2000.

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### MEMBERWORKS INCORPORATED

#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

#### NOTE 3 - EARNINGS (LOSS) PER SHARE

Basic and diluted earnings (loss) per share amounts are determined in accordance with the provisions of FASB Statement No. 128 "Earnings Per Share." The following table sets forth the reconciliation of the numerators and denominators in the computation of basic and diluted earnings (loss) per share (in thousands, except per share data):

|   | Three months ended<br>September 30, |               |
|---|-------------------------------------|---------------|
|   | -----<br>2001                       | 2000<br>----- |
| Numerator for basic and diluted earnings (loss) per share:      |                                     |               |
| Net income (loss) before cumulative effect of accounting change | \$ 40,351                           | \$ (7,158)    |

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|  |           |             |
|--|-----------|-------------|
| Cumulative effect of accounting change                         | (5,907)   | (25,730)    |
|  | -----     | -----       |
| Net income (loss)  | \$ 34,444 | \$ (32,888) |
|  | =====     | =====       |
| Denominator for basic earnings (loss) per share:               |           |             |
| Weighted average number of common shares outstanding - basic   | 15,379    | 14,973      |
| Effect of dilutive securities:                                 |           |             |
| Options  | 698       | --          |
|  | -----     | -----       |
| Weighted average number of common shares outstanding - diluted | 16,077    | 14,973      |
|  | =====     | =====       |
| Basic earnings (loss) per share                                | \$ 2.24   | \$ (2.20)   |
|  | =====     | =====       |
| Diluted earnings (loss) per share                              | \$ 2.14   | \$ (2.20)   |
|  | =====     | =====       |

The diluted earnings (loss) per common share calculation excludes the effect of potentially dilutive shares when their effect is antidilutive. At September 30, 2001 and 2000 the Company had 2,027,000 and 1,329,000 shares, respectively, of potentially dilutive stock options outstanding that are not included in the calculation as they are antidilutive.

#### NOTE 4 - GAIN ON SALE OF SUBSIDIARY

In August 2001, the Company sold its investment in and advances to iPlace, Inc. in exchange for \$50,111,000 in cash, including \$3,703,000 held in escrow, and 1,601,000 shares of Homestore.com common stock, including 451,000 shares held in escrow. The fair value of the Homestore.com common stock as of the date of sale was \$34,540,000. The Homestore.com common stock received is unregistered and MemberWorks is restricted from selling any Homestore.com stock for a period of 120 days after the closing date and subsequently may only sell 1/12th of the shares in any calendar month. In connection with this sale, the Company recognized a gain of \$65,608,000.

Subsequently, the investment in Homestore.com declined in value and management determined that the decline was other than temporary. As a result, the Company wrote down its investment in Homestore.com to its fair value as of September 30, 2001 and recognized a loss of \$22,296,000 in the first fiscal quarter of 2002.

#### NOTE 5 - MINORITY INTEREST

Prior to the sale of iPlace, Inc. in August 2001, the Company was the majority shareholder of iPlace, Inc. with an approximate 58% ownership share. Minority interest in the statement of operations for the first fiscal quarter of 2002 represents approximately 42% of iPlace's losses incurred from July 1, 2001 through the date of the sale.

#### MEMBERWORKS INCORPORATED

#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

#### NOTE 6 - COMPREHENSIVE INCOME

The components of comprehensive income (loss) are as follows (in thousands):



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|  | Three Months Ended<br>September 30, |            |
|--|-------------------------------------|------------|
|  | 2001                                | 2000       |
| Net income (loss)                        | \$ 34,444                           | \$(32,888) |
| Unrealized loss on marketable securities | --                                  | (532)      |
| Foreign currency translation loss        | (164)                               | (84)       |
| Comprehensive income (loss)              | \$ 34,280                           | \$(33,504) |

NOTE 7 - GOODWILL AND OTHER INTANGIBLE ASSETS

The gross carrying value and accumulated amortization of goodwill and other intangibles are as follows (in thousands):

|                                     | As of September 30, 2001 |                             | As of June 30, 2001      |                             |
|-------------------------------------|--------------------------|-----------------------------|--------------------------|-----------------------------|
|                                     | Gross Carrying<br>Amount | Accumulated<br>Amortization | Gross Carrying<br>Amount | Accumulated<br>Amortization |
| Amortized intangible assets:        |                          |                             |                          |                             |
| Membership and Client Relationships | \$13,194                 | \$(4,339)                   | \$17,465                 | \$(5,642)                   |
| Non-Compete Agreements              | 238                      | (196)                       | 3,009                    | (999)                       |
| Other                               | 950                      | (533)                       | 950                      | (500)                       |
| Total amortized intangible assets   | \$14,382                 | \$(5,068)                   | \$21,424                 | \$(7,141)                   |
| Unamortized intangible assets:      |                          |                             |                          |                             |
| Goodwill                            | \$42,039                 |                             | \$84,814                 |                             |

The gross carrying amount and accumulated amortization of amortized intangible assets at September 30, 2001 decreased from June 30, 2001 due to the sale of iPlace.

The total intangible amortization expense reflected in the statement of operations for the quarter ended September 30, 2001 is \$675,000. The future intangible amortization expense for the next five fiscal years is estimated to be as follows (in thousands):

| Fiscal Year: |         |
|--------------|---------|
| 2002         | \$1,172 |
| 2003         | 697     |
| 2004         | 419     |
| 2005         | 275     |
| 2006         | 183     |

The changes in the carrying amount of goodwill for the quarter ended September 30, 2001 are as follows (in thousands):

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|   |           |
|---|-----------|
| Balance as of July 1, 2001  | \$ 84,814 |
| Goodwill disposed during the quarter due to<br>sale of subsidiary | (36,868)  |
| Impairment losses   | (5,907)   |
|   | -----     |
| Balance as of September 30, 2001                                  | \$ 42,039 |
|   | =====     |

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### MEMBERWORKS INCORPORATED

#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

Goodwill was tested for impairment in the quarter ending September 30, 2001 in connection with the adoption of SFAS 142. Due to the slow down in the business of one of the Company's reporting units, future cash flows for this reporting unit are expected to decline over the next few years. During the quarter ended September 30, 2001, an impairment loss of \$5,907,000 was recorded to write down the goodwill related to this reporting unit to fair value. The impairment loss was calculated utilizing the methodology set forth in SFAS 142. As prescribed by SFAS 142, this write down is reflected in the statement of operations as a cumulative effect of accounting change. The fair value of this subsidiary was estimated by conducting a discounted cash flow analysis of the subsidiary's future cash flows.

#### NOTE 8 - ALLOWANCE FOR MEMBERSHIP CANCELLATIONS

Accrued liabilities set forth in the accompanying condensed consolidated balance sheets as of September 30, 2001 and June 30, 2001 include an allowance for membership cancellations of \$20,809,000 and \$30,004,000, respectively.

#### NOTE 9 - LEGAL PROCEEDINGS

Except as set forth below, in management's opinion, there are no significant legal proceedings to which the Company or any of its subsidiaries is a party or to which any of their properties are subject. The Company is involved in other lawsuits and claims generally incidental to its business. In addition, from time to time, and in the regular course of its business, the Company receives inquiries from various federal and/or state regulatory authorities.

In January 2001, a purported class action was instituted by plaintiff Brandy L. Ritt against the Company and other defendants in the Court of Common Pleas in Cuyahoga County, Ohio. The suit, which seeks unspecified monetary damages, alleges that the Company and the other defendants violated various provisions of Ohio's consumer protection laws in connection with the marketing of certain membership programs offered by the Company. The Company believes that the claims asserted against it are unfounded and the Company will vigorously defend its interests against this suit.

In March 2001, a purported class action was instituted by plaintiff Teresa McClain against Coverdell & Company ("Coverdell"), a wholly-owned subsidiary of the Company, and other defendants in the United States District Court for the Eastern District of Michigan, Southern Division. The suit, which seeks unspecified monetary damages, alleges that Coverdell and the other defendants violated the Michigan Consumer Protection Act and other applicable Michigan laws in connection with the marketing of insurance products. The Company believes

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that the claims asserted against Coverdell are unfounded and the Company and Coverdell will vigorously defend their interests against this suit.

In June 2001, purported class actions were instituted by plaintiffs Judith Jeselskis and Marcia Walters against the Company and other defendants in Circuit Court of the Tenth Judicial District, Highlands County Civil Division, Florida, and Circuit Court of the Sixth Judicial Circuit, Pinellas County Civil Division, Florida, respectively. The suits, which seek unspecified monetary damages, allege that the Company and the other defendants violated the Florida Deceptive and Unfair Trade Practices Act, in connection with the marketing of certain membership programs offered by the Company. The Company believes that the allegations made in this lawsuit are unfounded and the Company will vigorously defend its interests against the suits.

In July 2001, a purported class action was instituted by Alan Stone against the Company and other defendants in Superior Court of the State of California, County of Orange. The suit, which seeks unspecified monetary damages, alleges that the Company and the other defendants violated California business practices law. The Company believes that the allegations made in this lawsuit are unfounded and the Company will vigorously defend its interests against this suit.

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MEMBERWORKS INCORPORATED

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

### NOTE 10 - SUBSEQUENT EVENT

In October 2001, the Company announced that it would institute certain cost saving initiatives including cutting approximately 15% of its workforce, or 225 employees, and closing the Company's operations in the United Kingdom. The Company expects to record a restructuring charge of approximately \$7,000,000 in the second quarter ending December 31, 2001.

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MEMBERWORKS INCORPORATED

MANAGEMENT'S DISCUSSION AND ANALYSIS  
OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### OVERVIEW

MemberWorks addresses the needs of organizations seeking to leverage the expertise of an outside provider in offering membership service programs. Membership service programs offer selected products and services from a variety of vendors intended to enhance existing relationships between businesses and consumers. The Company derives its revenues principally from annually renewable membership fees. The Company receives full payment of annual fees at or near the beginning of the membership period, but recognizes revenue as the member's refund privilege expires. Similarly, the costs associated with soliciting each new member, as well as the cost of royalties, are recognized as the related revenue is recognized. Profitability and cash flow generated from renewal memberships exceed that of new memberships due to the absence of solicitation costs associated with new member procurement.

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THREE MONTHS ENDED SEPTEMBER 30, 2001 VS. THREE MONTHS ENDED SEPTEMBER 30, 2000

REVENUES. Reported revenues increased 22% to \$119.0 million for the quarter ended September 30, 2001 from \$97.8 million for the quarter ended September 30, 2000. The increase in reported revenues is due to the effect of the timing of amortization of revenues deferred in prior periods. Revenues before deferral decreased 7% to \$105.5 million for the quarter ended September 30, 2001 from \$113.4 million for the quarter ended September 30, 2000. Revenues before deferral decreased compared to the prior year due to a decrease in the net active members during the quarter and the effect of the sale of iPlace. The Company's membership base decreased to approximately 6.8 million members at September 30, 2001 from 7.0 million members at September 30, 2000, adjusted for the sale of iPlace in both periods. The decrease in the growth of the active membership base in the September 30, 2001 quarter is a result of a decrease in consumer response rates due to the slow down in the economy. As a percentage of total reported revenues recognized, renewal revenues represented 43% in 2001 and 33% in 2000.

OPERATING EXPENSES. Operating expenses increased 4% to \$21.1 million in 2001 from \$20.2 million in 2000. As a percentage of revenues before deferral, operating expenses increased to 20.0% in 2001 from 17.8% in 2000. Operating expenses increased as a percentage of revenues primarily due to lower revenues in the quarter.

MARKETING EXPENSES. Marketing expenses reported increased 25% to \$76.8 million in 2001 from \$61.3 million in 2000. Marketing expenses before deferral decreased 3% to \$70.4 million from \$72.7 million. As a percentage of revenues before deferral, marketing expenses before deferral increased to 66.7% in 2001 from 64.2% in 2000. Marketing expenses before deferral increased as a percentage of revenues before deferral primarily due to a decrease in consumer response rates.

GENERAL AND ADMINISTRATIVE EXPENSES. General and administrative expenses decreased 3% to \$23.0 million in 2001 from \$23.6 million in 2000. As a percentage of revenues before deferral, general and administrative expenses increased to 21.8% in 2001 from 20.8% in 2000. Expenses as a percentage of revenues before deferral increased due to lower revenues.

AMORTIZATION OF GOODWILL AND OTHER INTANGIBLES. Intangible amortization decreased to \$0.7 million in 2001 from \$2.3 million in 2000 due to the adoption of SFAS 142, which no longer requires indefinite lived intangible assets to be amortized. Excluding the amortization of indefinite lived intangible assets in 2000, amortization of goodwill and other intangibles would have been \$0.6 million.

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MEMBERWORKS INCORPORATED

MANAGEMENT'S DISCUSSION AND ANALYSIS  
OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (CONTINUED)

OTHER EXPENSE/INCOME, NET. Other expense/income, net is primarily composed of interest income from cash and cash equivalents and interest expense on the Company's borrowings under its line of credit during the period. Other expense was \$0.1 million in 2001 versus other income of \$0.1 million in 2000 due to increased borrowings under the Company's line of credit during the September 30, 2001 period.

PROVISION FOR INCOME TAXES. In connection with the gain on the sale of iPlace, the Company recorded a provision for alternative minimum taxes of approximately

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\$0.7 million. The Company was not required to record a provision for taxes for the period ended September 30, 2000.

### LIQUIDITY AND CAPITAL RESOURCES

Operating cash flow before working capital changes was a negative \$7.0 million for the quarter ended September 30, 2001 compared to a negative \$0.6 million in 2000. The decrease in operating cash flow before working capital changes was due to a decrease in revenues before deferral and an increase in marketing costs before deferral due to a slow down in consumer response rates. Changes in working capital items resulted in a use of cash of \$5.7 million for the quarter ended September 30, 2001 compared to \$13.4 million in 2000. In total, cash used in operations was \$12.7 million for the September 30, 2001 quarter versus \$14.0 million for the September 30, 2000 quarter.

Net cash provided by investing activities was \$44.1 million in 2001 versus \$14,000 in 2000. Net cash provided by investing activities increased due to the receipt of \$46.0 million in net proceeds from the sale of iPlace, Inc. Capital expenditures were \$1.9 million in 2001 and \$3.0 million in 2000.

Net cash used in financing activities was \$6.6 million in 2001 versus \$0.1 million provided in 2000 primarily due to the increase in the number of treasury stock shares repurchased in 2001. The Company purchased 315,000 shares of treasury stock in 2001 and 24,000 shares in 2000. As of September 30, 2001, the Company had 384,000 shares available for repurchase under its buyback program. On October 25, 2001, the Board of Directors authorized an additional 1 million shares to be repurchased under the buyback program.

As of September 30, 2001, the Company had cash and cash equivalents of \$47.4 million and marketable securities of \$12.2 million. In addition, the Company has a \$28 million bank credit facility which bears interest at the higher of the base commercial lending rate for the bank or the Federal Funds Rate plus 0.5% per annum. There were no borrowings outstanding under this bank credit facility as of September 30, 2001. The available bank credit facility is temporarily limited to the sum of the compensating balance and eligible securities on deposit with the bank. Such limitations may be imposed and removed based on certain financial covenants. The bank credit facility requires MemberWorks to maintain a compensating balance of \$10.0 million in addition to certain financial covenants. The Company believes that existing cash balances, together with its available bank credit facility, will be sufficient to meet its funding requirements for at least the next twelve months.

In August 2001, the Company received \$34.5 million in Homestore.com common stock. The Homestore.com common stock received is unregistered and MemberWorks is restricted from selling any Homestore.com stock for a period of 120 days after the closing date and subsequently may only sell 1/12th of the shares in any calendar month. During the quarter ended September 30, 2001, the Company wrote down its investment in Homestore.com to its fair value as of September 30, 2001 and recognized a loss of \$22.3 million. As of October 2001, Homestore.com stock is trading below the book value of Company's investment in Homestore.com.

The Company did not have any material commitments for capital expenditures as of September 30, 2001. The Company intends to utilize cash generated from operations and its funds available under its credit facility to fulfill any capital expenditure requirements for the remainder of fiscal 2002.

### IMPACT OF RECENTLY ISSUED ACCOUNTING STANDARDS

In July 2001, the Financial Accounting Standards Board ("FASB") issued Statement No. 141, "Business Combinations" ("SFAS 141"), which is effective for business combinations initiated after June 30, 2001. SFAS 141 eliminates the pooling of

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interest method of accounting for business combinations and requires that all business combinations occurring on or after July 1, 2001 are accounted for under the purchase method. The Company has evaluated the impact of SFAS 141 and believes that it will not have a material impact on its financial statements.

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### MEMBERWORKS INCORPORATED

#### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (CONTINUED)

In July 2001, the FASB issued Statement No. 142, "Goodwill and Other Intangible Assets" ("SFAS 142"), which is effective for fiscal years beginning after December 15, 2001. Early adoption is permitted for entities with fiscal years beginning after March 15, 2001, provided that the first interim financial statements have not been previously issued. The Company adopted SFAS 142 effective July 1, 2001. SFAS 142 addresses how intangible assets that are acquired individually or with a group of other assets should be accounted for in the financial statements upon their acquisition and after they have been initially recognized in the financial statements. SFAS 142 requires that goodwill and intangible assets that have indefinite useful lives not be amortized but rather tested at least annually for impairment, and intangible assets that have finite useful lives be amortized over their useful lives.

With the adoption of SFAS 142, the Company reassessed the useful lives and residual values of all acquired intangible assets to make any necessary amortization period adjustments. Based on that assessment, only goodwill was determined to have an indefinite useful life and no adjustments were made to the amortization period or residual values of other intangible assets. The Company has determined there is an impairment of goodwill of \$5.9 million at one of its reporting units due to the change in methodology of calculating impairment under SFAS 142 and recent downward trends in the operations of the reporting unit. This amount has been recorded as a cumulative effect of accounting change in the statement of operations for the three months ended September 30, 2001.

In August 2001, the FASB issued Statement No. 143, "Accounting for Asset Retirement Obligations" ("SFAS 143"), which is effective for fiscal years beginning after June 15, 2002. SFAS 143 addresses financial accounting and reporting for obligations associated with the retirement of tangible long-lived assets and the associated asset retirement costs. The adoption of SFAS 143 will not have a material impact on the Company's financial statements.

In October 2001, the FASB issued Statement No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets" ("SFAS 144"), which is effective for fiscal years beginning after December 15, 2001. SFAS 144 addresses financial accounting and reporting for the impairment or disposal of long-lived assets and supersedes FASB Statement No. 121, "Accounting for the Impairment of Long-Lived Assets to be Disposed of." The adoption of SFAS 144 will not have a material impact on the Company's financial statements.

#### FORWARD LOOKING STATEMENTS

This Quarterly Report on Form 10-Q contains forward-looking statements that are based on current expectations, estimates, forecasts and projections about the industry in which MemberWorks operates and the Company's management's beliefs and assumptions. These forward-looking statements are made pursuant to safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

Forward-looking statements are not guarantees of future performance and are

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based on a number of assumptions and estimates that are inherently subject to significant risks and uncertainties, many of which are beyond our control, cannot be foreseen and reflect future business decisions that are subject to change. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements. Among the many factors that could cause actual results to differ materially from the forward-looking statements are:

- The Company's ability to integrate into the Company's management and operations and operate successfully acquired businesses;
- Changes in the marketing techniques of credit card issuers;
- Unanticipated cancellation or termination of marketing agreements and the extent to which we can continue successful development and marketing of new products and services;
- The Company's ability to develop and implement operational and financial systems to manage rapidly growing operations;

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- The Company's ability to obtain financing on acceptable terms to finance the Company's growth strategy and to operate within the limitations imposed by financing arrangements;
- Further changes in the already competitive environment for the Company's products or competitors' responses to the Company's strategies;
- Changes in the growth rate of the overall U.S. economy, or the international economies where MemberWorks does business, such that consumer spending and related consumer debt are impacted;
- Additional government regulation of the Company's industry; and
- New accounting pronouncements

MemberWorks cautions that such factors are not exclusive. All of the forward-looking statements made in this Quarterly Report on Form 10-Q are qualified by these cautionary statements and readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this Quarterly Report on Form 10-Q. Except as required under the Federal Exchange Commission, MemberWorks does not have any intention or obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

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### QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

#### Interest Rate

The Company has a \$28.0 million bank credit facility which bears interest at the higher of the base commercial lending rate for the bank or the Federal Funds Rate plus 0.5% per annum. There were no borrowings outstanding under this bank credit facility as of September 30, 2001. Management believes that an increase

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in the commercial lending rate or the Federal Funds rate would not be material to the Company's financial position or its results of operations. If the Company is not able to renew its existing credit facility agreement, which matures on March 1, 2002, it is possible that any replacement lending facility obtained by the Company may be more sensitive to interest rate changes. The Company does not currently hedge interest rates with respect to its outstanding debt.

### Foreign Currency

The Company has international sales and facilities in the United Kingdom and Canada and therefore, is subject to foreign currency rate exposure. Historically, international sales have been denominated in British pounds sterling and the Canadian dollar. The functional currencies of the Company's foreign operations are the local currencies. Assets and liabilities of these subsidiaries are translated into U.S. dollars at exchange rates in effect as of the Balance Sheet date. Income and expense items are translated at average exchange rates for the period. Accumulated net translation adjustments are recorded in shareholders' equity. Foreign exchange transaction gains and losses are included in the results of operations, and were not material for all periods presented. As a result, the Company's financial results could be affected by factors such as changes in foreign currency exchange rates or weak economic condition. To the extent the Company incurs expenses that are based on locally denominated sales volume paid in local currency, the exposure to foreign exchange risk is reduced. The Company has determined that the impact of a near-term 10% appreciation or depreciation of the U.S. dollar would have an insignificant effect on its financial position, results of operations and cash flows. The Company does not maintain any derivative instruments to mitigate the exposure to translation and transaction risk. However, this does not preclude the Company's adoption of specific hedging strategies in the future. MemberWorks will assess the need to utilize financial instruments to hedge currency exposures on an ongoing basis.

### Fair Value

In August 2001, MemberWorks acquired stock in Homestore.com valued at \$34.5 million in exchange for its interest in iPlace, Inc. The carrying value of this investment is affected by changes in the quoted market prices of Homestore.com common stock. The investment in Homestore.com declined in value and management determined that the decline was other than temporary. As a result, the Company wrote down its investment in Homestore.com by \$22.3 million. MemberWorks does not use derivative financial instruments for speculative or trading purposes. However, this does not preclude the Company's adoption of specific hedging strategies in the future.

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MEMBERWORKS INCORPORATED

PART II. OTHER INFORMATION

### ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

a) Exhibits  
None

b) Reports on Form 8-K  
On August 21, 2001, the Company filed a Current Report on Form 8-K under Item 5 "Other Events" and Item 7 "Financial Statements and Exhibits" a press release announcing that a definitive agreement to sell iPlace, Inc. to Homestore.com, Inc. had been signed.



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On September 7, 2001, the Company filed a Current Report on Form 8-K under Item 2 "Acquisition or Disposition of Assets" and Item 7 "Financial Statements and Exhibits" a press release announcing the completion of the sale of iPlace, Inc. to Homestore.com, Inc.

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MEMBERWORKS INCORPORATED

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

MEMBERWORKS INCORPORATED  
(Registrant)

Date: November 14, 2001

By: /s/ Gary A. Johnson

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Gary A. Johnson, President, Chief  
Executive Officer and Director

November 14, 2001

By: /s/ James B. Duffy

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James B. Duffy, Executive Vice President and  
Chief Financial Officer (Principal Financial  
and Accounting Officer)

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