SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 8-K/A

CURRENT REPORT

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

Date of Report (Date of earliest event reported): October 20, 1997

PRIMUS TELECOMMUNICATIONS GROUP, INCORPORATED -----(Exact name of issuer as specified in charter)

Delaware (State or Other Jurisdiction of Incorporation)

0-29-092 (Commission

54-1708481 (Commission (I.R.S. Employer File Number) Identification No.)

2070 Chain Bridge Road Suite 425 Vienna, Virginia 22182 (Address of principal executive offices)

(703) 902-2800 (Registrant's telephone number, including area code)

# ITEM 7. FINANCIAL STATEMENTS; PRO FORMA FINANCIAL INFORMATION AND EXHIBITS

- (a) (1) Financial Statements of Businesses Acquired.
  - (a) Consolidated balance sheets of USFI, Inc. and Subsidiary as of December 31, 1996 and 1995 and the related consolidated statements of operations, stockholders' deficit and cash flows for the years ended December 31, 1996, and 1995.
  - (b) Balance sheet of USFI, Inc. as of December 31, 1994 and the related consolidated statements of operations, stockholders' deficit and cash flows for the year ended December 31, 1994.
  - (c) Unaudited consolidated balance sheet of USFI, Inc. and Subsidiary as of September 30, 1997 and the related consolidated statements of operations and cash flows for the nine months ended September 30, 1997 and 1996.
  - (d) Unaudited balance sheet of Telepassport L.L.C. as of September 30, 1997 and the related statements of operations and cash flows for the nine months ended September 30, 1997.
- (b) Pro Forma Financial Information.
  - (1) Unaudited pro forma consolidated statement of operations for the nine months ended September 30, 1997.
  - (2) Unaudited pro forma consolidated statement of operations for the year ended December 31, 1996.
  - (3) Unaudited pro forma balance sheet as of September 30, 1997.
- (c) Exhibits

- 2.1 Asset Purchase Agreement by and among USFI, Inc., Primus Telecommunications, Inc., Primus Telecommunications Group, Incorporated and U.S. Cable Corporation, dated as of October 20, 1997. (Previously filed)
- 2.2 Equity Purchase Agreement by and among Messrs. James D. Pearson, Stephen E. Myers, Michael C. Anderson, Primus Telecommunications International, Inc., and Primus Telecommunications Group, Incorporated dated as of October 20, 1997. (Previously filed)

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.

PRIMUS TELECOMMUNICATIONS GROUP, INCORPORATED

Date: January 5, 1998 By: /s/ Neil L. Hazard

Executive Vice President and Chief Financial Office

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# USFI, INC. AND SUBSIDIARY UNAUDITED CONSOLIDATED BALANCE SHEET AS OF SEPTEMBER 30, 1997 (IN THOUSANDS)

ASSETS CURRENT ASSETS: Cash and cash equivalents Restricted cash and cash equivalents Short term investments Accounts receivable Prepaid expenses and other current assets	\$ 1,024 - - 7,141 690
Total current assets PROPERTY AND EQUIPMENT - Net INTANGIBLES - Net DEFERRED INCOME TAXES OTHER ASSETS	8,855 3,940 82 - 188
TOTAL ASSETS	\$13,065 =====
LIABILITIES AND STOCKHOLDERS' EQUITY CURRENT LIABILITIES:     Accounts payable     Accrued expenses and other current liabilities     Deferred income taxes     Accrued Interest     Current portion of long-term obligations	\$11,862 5,770
Total current liabilities LONG-TERM OBLIGATIONS	17,632 -
Total liabilities	17,632
COMMITMENTS AND CONTINGENCIES STOCKHOLDERS' EQUITY (DEFICIT):	(4,567)
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$13,065 =====

# USFI, INC. AND SUBSIDIARY UNAUDITED CONSOLIDATED STATEMENT OF OPERATIONS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 1997 AND 1996 (IN THOUSANDS)

NINE MONTHS ENDED SEPTEMBER 30,

	SEPTEMBER 30,		
	1997	1996	
NET REVENUE	\$25,231	\$27,764	
COST OF REVENUE	19,508	22,475	
GROSS MARGIN	5,723	5,289	
OPERATING EXPENSES:			
Selling, general and administrative		8,677	
Depreciation and amortization	629	502	
Total operating Expenses	11,063	9,179	
LOSS FROM OPERATIONS	(5,340)	(3,890)	
INTEREST EXPENSE	(3,340)	(3,090)	
INTEREST INCOME	_	_	
OTHER INCOME (EXPENSE)	23	(12)	
,			
LOSS BEFORE INCOME TAXES	(5,317)	(3,902)	
INCOME TAXES	_	_	
NET LOSS	\$(5,317)	\$(3,902)	
		======	

# USFI, INC. AND SUBSIDIARY UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 1997 AND 1996 (IN THOUSANDS)

	NINE MONTHS ENDED SEPTEMBER 30,		
	1997		
OPERATING ACTIVITIES			
Net loss Adjustments to reconcile net loss to net cash used in operating activities:	\$ (5,317)	\$ (3,902)	
Depreciation and amortization	626	502	
Provisions for losses on receivables Changes in Operating assets and liabilities: Increase in accounts receivable from	96	320	
customers and affiliates	(914)	(2,601)	
Increase in other current assets	(578)	(276)	
Increase in deposits	(27)	(15)	
Increase in accounts payable and accrued expenses (Decrease) increase in reseller deposits	589	3,872	
and deferred revenue	(173)	62	
(Decrease) increase in due to affiliates	(1,412)	723	
Net cash used in operating activities	(7,110)	(1,315)	
INVESTING ACTIVITIES			
Purchase of equipment	(1,863)	(2,052)	
Decrease in deferred costs	5	81	
Net cash used in investing activities	(1,858)	(1,971)	
FINANCING ACTIVITIES			
Capital contributions		3,025	
Advances from affiliates Repayment of capital lease obligation	4,193	(3)	
Repayment of Capital lease Obligation			
Net cash provided by financing activities	9,111	3,022	
Effect of exchange rate changes on cash	(3)	3	
Transaca (daguagas) in cash	1.40	(261)	
Increase (decrease) in cash Cash at beginning of period	140 884	(261) 420	
Cash at end of period	\$ 1,024 ======	\$ 159	

### TELEPASSPORT L.L.C. UNAUDITED BALANCE SHEET AS OF SEPTEMBER 30, 1997 (in thousands)

TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$2,078 =====
COMMITMENTS AND CONTINGENCIES STOCKHOLDERS' EQUITY (DEFICIT):	530
Total liabilities	1,548
Total current liabilities LONG-TERM OBLIGATIONS	707 841
LIABILITIES AND STOCKHOLDERS' EQUITY CURRENT LIABILITIES:     Accounts payable     Accrued expenses and other current liabilities     Deferred income taxes     Accrued Interest     Current portion of long-term obligations	\$ 375 332
TOTAL ASSETS	\$2,078 =====
Total current assets PROPERTY AND EQUIPMENT - Net INTANGIBLES - Net DEFERRED INCOME TAXES OTHER ASSETS	1,044 663 157 214
ASSETS CURRENT ASSETS: Cash and cash equivalents Restricted cash and cash equivalents Short term investments Accounts receivable Prepaid expenses and other current assets	\$ 163 - - 627 255

# TELEPASSPORT L.L.C. UNAUDITED STATEMENT OF OPERATIONS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 1997 (IN THOUSANDS)

NET REVENUE COST OF REVENUE	\$2,900 2,523
GROSS MARGIN OPERATING EXPENSES:	377
Selling, general, and administrative Depreciation and amortization	1,296 69
Total operating Expenses	1,365
LOSS FROM OPERATIONS INTEREST EXPENSE INTEREST INCOME OTHER INCOME (EXPENSE)	(988) (17) - 151
LOSS BEFORE INCOME TAXES INCOME TAXES	(854)
NET LOSS	\$ (854) =====

# TELEPASSPORT L.L.C UNAUDITED STATEMENT OF CASH FLOWS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 1997 (IN THOUSANDS)

OPERATING ACTIVITIES Net loss Adjustments to reconcile net loss to net cash used in	\$ (854)
operating activities: Depreciation and amortization Changes in Operating assets and liabilities	69 (545)
Net cash used in operating activities	(1,330)
INVESTING ACTIVITIES Purchase of equipment	(732)
Net cash used in investing activities	(732)
FINANCING ACTIVITIES Capital contributions Advances from affiliates	1,384 841
Net cash provided by financing activities	2,225
Effect of exchange rate changes on cash	
Increase (decrease) in cash Cash at beginning of period	163
Cash at end of period	\$ 163 ======

# PRIMUS TELECOMMUNICATIONS GROUP, INCORPORATED UNAUDITED PRO FORMA CONSOLIDATED STATEMENT OF OPERATIONS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 1997 (IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	Primus	HODE	m.l		Forma	
	Telecommunications Group, Incorporated			Adjustments		Combined
NET REVENUE COST OF REVENUE	\$202,099 184,478	\$25,231 19,508	\$2,900 2,523			\$230,230 206,509
GROSS MARGIN OPERATING EXPENSES:	17,621	5,723	377	-		23,721
Selling, general, and administrative Depreciation and amortization	35,784 4,343	10,434 629	1,296 69	319	(1)	47,514 5,360
Total Operating Expenses	40,127	11,063	1,365	319		52,874
LOSS FROM OPERATIONS INTEREST EXPENSE INTEREST INCOME OTHER INCOME (EXPENSE)	(22,506) (5,570) 3,377 407	(5,340) - - 23	(988) (17) - 151	(319)		(29,153) (5,587) 3,377 581
LOSS BEFORE INCOME TAXES INCOME TAXES	(24,292) 81	(5,317)	(854)	(319)	(2)	(30,782)
NET LOSS	\$ (24,373)	\$(5,317)	\$ (854)	\$(319)		\$(30,863)
NET LOSS PER COMMON AND COMMON SHARE EQUIVALENTS	\$ (1.37) ======					\$ (1.74) =====
WEIGHTED AVERAGE NUMBER OF COMMON SHARE EQUIVALENTS OUTSTANDING	17,780 ======					17,780 ======

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The adjustments to the pro forma consolidated statement of operations for the nine months ended September 30, 1997 are as follows:

- (1) To record amortization expense associated with acquired customer list and the excess of purchase price over the fair value of net assets acquired.
- (2) The pro forma adjustment to the income tax provision is zero as a valuation reserve was applied in full to the tax benefit associated with the pro forma net loss before income taxes.

# PRIMUS TELECOMMUNICATIONS GROUP, INCORPORATED UNAUDITED PRO FORMA CONSOLIDATED STATEMENT OF OPERATIONS FOR THE YEAR ENDED DECEMBER 31, 1996 (IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

_	Primus	- 1		Pro Forma	
G	Pelecommunications Group, Incorporated	Axicorp Pty., Ltd. (1)	USFI Inc.	Adjustments	Combined
NET REVENUE COST OF REVENUE	\$ 172,972 158,845	\$ 26,388 23,756	\$ 38,550 30,205		\$ 235,890 212,806
GROSS MARGIN OPERATING EXPENSES:	14,127	2,612	6,345	-	23,084
Selling, general, and administrative Depreciation and amortization	20,114 2,164	2,054 48	12 <b>,</b> 524 679	677 (2)	34,722 3,568
Total operating Expenses	22,278	2,132	13,203	677	38,290
LOSS FROM OPERATIONS INTEREST EXPENSE INTEREST INCOME OTHER INCOME (EXPENSE)	(8,151) (857) 785 (345)	480 - 124	(8,858) 17	(677) (138) (3	909
LOSS BEFORE INCOME TAXES INCOME TAXES	(8,568) 196	604 281	(8,841)	(815)	(15,620) 477
NET LOSS	\$ (8,754)	\$ 323 =======	\$ (8,841)	\$ (815)	\$ (16,097)
NET LOSS PER COMMON AND COMMON SHARE EQUIVALE					\$ (1.15)
WEIGHTED AVERAGE NUMBER OF COMMON SHARE EQUIVE EQUIVALENTS OUTSTANDING	VALENTS 13,869 ======				13,963 =======

The adjustments to the pro forma consolidated statement of operations for the year ended December 31, 1996 are as follows:

- (1) Represents the historical results of operations of Axicorp Pty., Ltd. For the months of January and February 1996 prior to the Company's acquisition on March 1, 1996.
- (2) To record amortization expense associated with acquired customer list and the excess of purchase price over the fair value of net assets acquired.
- (3) To record incremented interest expense related to the issuance of notes payable for the acquisition of Axicorp Pty., Ltd.
- (4) The pro forma adjustment to the income tax provision is zero as a valuation reserve was applied in full to the tax benefit associated with the pro forma net loss before income taxes.

# PRIMUS TELECOMMUNICATIONS GROUP, INCORPORATED UNAUDITED PRO FORMA CONSOLIDATED BALANCE SHEET AS OF SEPTEMBER 30, 1997 (IN THOUSANDS)

	Primus Telecommunications	USFI,	Telepassport	Pro	Forma
	Group, Incorporated	Inc.	L.L.C.	Adjustments	Combined
ASSETS CURRENTS ASSETS					
Cash and cash equivalents Restricted cash and cash equivalents Short term investments	\$150,187 72,521	\$ 1,024 - -	\$ 163 - -	\$(12,524) (1)	\$138,850 72,521
Accounts receivable Prepaid expenses and other current assets	58,974 2,299	7,141 690	627 255 	(7,141) (2)	59,601 3,244
Total current Assets PROPERTY AND EQUIPMENT - Net INTANGIBLES - Net DEFERRED INCOME TAXES OTHER ASSETS	283,981 48,375 24,259 4,521 10,874	8,855 3,940 82 - 188	1,044 663 157 - 214	(19,665) (815) (3) 8,011 (4)	274,215 52,163 32,509 4,521 11,276
TOTAL ASSETS	\$372,010	\$13,065 =====	\$2,078 =====	\$ (12,469) ======	\$374,684 ======
LIABILITIES AND STOCKHOLDERS' EQUITY CURRENT LIABILITIES					
Accounts payable Accrued expenses and other current liabilit Deferred income taxes Accrued Interest Current portion of long-term obligations		\$11,862 5,770	\$ 375 332	\$(11,862) (5) (3,803) (6)	\$75,410 10,746 4,406 4,949 1,114
Total liabilities LONG-TERM OBLIGATIONS	93,951 224,063	17 <b>,</b> 632 -	707 841	(15,665) (841) (7)	96,625 224,063
Total liabilities	318,014	17,632	1,548 	(16,506)	320,688 
COMMITMENTS AND CONTINGENCIES STOCKHOLDERS' EQUITY (DEFICIT)	53,996	(4,567)	530	4,037 (8)	53 <b>,</b> 996
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$372,010 ======	\$13,065 ======	\$2,078 =====	\$ (12,469) =======	\$374 <b>,</b> 684

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The adjustments to the pro forma consolidated balance sheet as of September 30, 1997 are as follows:

- (1) Reflects the payment of purchase price of \$11.5\$ million and the elimination of USFI, Inc. cash balances which were not purchased.
- (2) Reflects the elimination of USFI, Inc.'s accounts receivable which were not purchased.
- (3) To adjust the property and equipment net to the fair market value.
- (4) To record \$8.25 million of value of customer list and excess of purchase price over far value of net assets acquired and to eliminate \$0.239 million of previously reflected intangible deemed worthless.
- (5) Reflects the elimination of USFI, Inc.'s accounts payable which were not purchased.
- (6) Reflects the elimination of selected USFI, Inc.'s accrued expenses which were not purchased.
- (7) To eliminate Telepassport L.L.C. debt which was not purchased.
- (8) To eliminate the equity of the purchased entities.

#### [LETTERHEAD OF ERNST & YOUNG LLP]

Report of Independent Auditors

Board of Directors and Stockholders USFI. Inc.

We have audited the accompanying consolidated balance sheets of USFI, Inc. and subsidiary as of December 31, 1996 and 1995, and the related consolidated statements of operations, stockholders' deficit and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of USFI, Inc. and subsidiary at December 31, 1996 and 1995, and the results of their operations and their cash flows for the years then ended in conformity with generally accepted accounting principles.

The accompanying financial statements have been prepared assuming that USFI, Inc. will continue as a going concern. As more fully described in Note 2, the Company has incurred recurring operating losses and has a working capital deficiency and a deficit in stockholders' equity. These conditions raise substantial doubt about the Company's ability to continue as a going concern. Management's plans in regard to these matters are also described in Note 2. The financial statements do not include any adjustments to reflect the possible future effects on the recoverability and classification of assets or the amounts and classification of liabilities that may result from the outcome of this uncertainty.

/s/ Ernst & Young LLP

September 30, 1997

### USFI, Inc. and Subsidiary Consolidated Balance Sheets (In thousands, except share information)

		BER 31
		1995 
ASSETS		
Current assets: Cash	\$ 884	\$ 420
Accounts receivable: Customers, less allowance of \$790 in 1996 and \$683 in 1995 Affiliates	1,703	3,852 304
Prepaid expenses and other current assets	112	75
Total current assets		4,651
Property and equipment, net (Note 4)	2,702	1,974
Deferred costs, net of accumulated amortization of \$22 in 1996 and \$4 in 1995	88	77 122
Goodwill, net of accumulated amortization of \$5 in 1995 Deposits	161	123
Total assets	\$10,270	\$ 6,947
LIABILITIES AND STOCKHOLDERS' DEFICIT Current liabilities: Accounts payable	\$10.885	\$ 4,624
Accrued liabilities and other current liabilities Reseller deposits and deferred revenue	1.828	1,844 263
Capital lease obligations Due to affiliates (Note 7)	1,412	3 1,523
Total current liabilities	14,435	8,257
Commitments and contingencies (Note 5)		
Stockholders' deficit:  Common stock, no par value, authorized 5,000 shares in 1996 and 2,500 shares in 1995; issued and outstanding 536 shares in 1996 and 100 shares in 1995		
Additional paid-in capital Accumulated deficit Foreign currency translation adjustment	(13,275) (16)	5,126 (6,434) (2)
Total stockholders' deficit		(1,310)
Total liabilities and stockholders' deficit		\$ 6,947

# Consolidated Statements of Operations (In thousands)

	YEAR ENDED DECEMBER 31		
	1996 	1995	
Telecommunications revenue	\$36,550	\$27,643	
Costs and expenses: Costs of telecommunications services (Note 6) Selling, general and administrative Depreciation and amortization (Note 3)	12,524	19,901 7,917 379	
Total costs and expenses	43,408	28,197	
Loss from operations	(6,858)	(554)	
Other income	17	19	
Loss before minority interest	(6,841)	(535)	
Minority interest		19	
Net loss		\$ (516)	

# Consolidated Statements of Stockholders' Deficit (In thousands)

Years ended December 31, 1996 and 1995

	ADDITIONAL PAID-IN CAPITAL	ACCUMULATED DEFICIT	CURRENCY TRANSLATION ADJUSTMENT	TOTAL
Balance at January 1, 1995 Capital contributions Net loss for 1995	\$4,325 801	\$(5,918) (516)		\$(1,593) 801 (516)
Foreign currency translation		(310)	\$ (2)	(2)
Balance at December 31, 1995 Capital contributions	5,126 4,000	(6,434)	(2)	(1,310) 4,000
Net loss for 1996 Foreign currency translation		(6,841)	(14)	(6,841) (14)
Balance at December 31, 1996	\$9,126	\$(13,275)	\$(16)	\$(4 <b>,</b> 165)

# Consolidated Statements of Cash Flows (In thousands)

	YEAR ENDED DECEMBER 31	
	1996	1995
OPERATING ACTIVITIES		
Net loss	\$(6,841)	\$ (516)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	679	379
Write-off of goodwill	113	
Provisions for losses on receivables	352	184
Minority interest		(19)
Changes in operating assets and liabilities: Increase in accounts receivable from customers and affiliates	(2 510)	(2,788)
(Increase) decrease in other current assets	(37)	28
Increase in deposits	(38)	(76)
Increase in accounts payable and accrued expenses	6,245	2,471
Increase (decrease) in reseller deposits and deferred revenue	47	(6)
Increase in due to affiliates	1,147	201
Net cash used in operating activities	(852)	(142)
INVESTING ACTIVITIES Purchase of interest in Mastercall (net of cash acquired) Purchase of equipment Increase in deferred costs	(1,380) (29)	(70) (1,654) (67)
Net cash used in investing activities	(1,409)	(1,791)
FINANCING ACTIVITIES Capital contributions Advances from affiliates	2,742	801 1,258
Repayment of capital lease obligation	(3)	(22)
Net cash provided by financing activities	2,739	2,037
Effect of exchange rate changes on cash	(14)	(2)
Increase in cash	464	102
Cash at beginning of year	420	318
Cash at end of year		\$ 420

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#### Notes to Consolidated Financial Statements

December 31, 1996

#### . ORGANIZATION AND NATURE OF BUSINESS

USFI. Inc. (the "Company") which was incorporated in New York on February 12, 1993, provides least cost routing for international long distance telecommunication services, which primarily originate and terminate outside of the United States. Substantially, all billings for service are denominated in U.S. currency.

Customers are principally located in Western Europe, Japan and South Africa. No individual customer represents a significant percentage of revenues, however, the Company utilizes outside agents to sell its services in certain geographic areas, with agents in Germany and South Africa representing customers with revenues aggregating 18% and 15%, and 13% and 10%, respectively, of total 1996 and 1995 revenues. The Company performs a credit evaluation of all new customers and requires certain customers to provide collateral in the form of a cash deposit or letter of credit. At December 31, 1996 and 1995, the Company had letters of credit issued on its behalf from customers in the amount of approximately \$327,000 and \$525,000, respectively.

On May 15, 1995 the Company acquired a 51% interest in Mastercall, Ltd. ("Mastercall"), a joint venture that resells the Company's international telecommunications services in the United Kingdom, for a purchase price of approximately \$148,000. The acquisition was accounted for using the purchase method of accounting and the results of operations have been included in the financial statements of the Company from the date of acquisition.

#### BASTS OF PRESENTATION

The accompanying financial statements have been prepared on the basis that the Company will continue as a going concern, which contemplates the realization of assets and the satisfaction of liabilities in the normal course of business. The Company has incurred losses since inception and has a working capital deficiency and a deficit in stockholders' equity as of December 31, 1996. All of these matters raise substantial doubt about the Company's ability to continue as a going concern. The Company plans on selling its assets and ceasing its operations (see Note 10) and, on September 11, 1997, the Company entered into a letter of intent to sell all of its assets, except for cash and accounts and notes receivable. The financial statements do not include any adjustments to reflect the possible future effects on the recoverability and classification of assets or the amounts or classifications of liabilities that may result from the outcome of this uncertainty.

Notes To Consolidated Financial Statements (continued)

#### 2. BASIS OF PRESENTATION (CONTINUED)

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### SIGNIFICANT ACCOUNTING POLICIES

#### DEPRECIATION

Furniture and equipment are recorded at cost and are depreciated over the estimated useful lives of three to five years, utilizing the straight-line method. Assets acquired pursuant to capital lease arrangements and leasehold improvements are amortized on a straight-line basis over the shorter of their estimated useful lives or the terms of the leases. Depreciation expense for the years ended December 31, 1996 and 1995 was \$652,000 and \$371,000, respectively.

#### DEFERRED COSTS AND GOODWILL

Deferred costs include costs to obtain trademarks and certain organizational costs. Goodwill includes approximately \$127,000 relating to the 1995 acquisition of Mastercall (see Note 1). Such deferred costs are amortized on the straightline basis generally as follows:

	PERIOD OF
ASSET	AMORTIZATION
Trademarks	5 years
Organization costs	5 years
Goodwill	15 years

The carrying amount of goodwill is reviewed if facts and circumstances suggest that it may be impaired. Due to recurring losses of Mastercall, the Company evaluated the ongoing value of goodwill, as determined based on the estimated undiscounted cash flows of the entity over the remaining amortization period and determined that goodwill with a carrying value of \$113,000 is impaired. As a result, the Company has recorded a charge in 1996 to write-off the full amount of goodwill associated with Mastercall, which is included in selling, general and administrative expenses.

Notes to Consolidated Financial Statements (continued)

#### 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### REVENUE RECOGNITION

The Company recognizes revenue from services and the related costs at the time the services are rendered.  $\,$ 

#### INCOME TAX

Income taxes are accounted for under the liability method in accordance with Statement of Financial Accounting Standards No. 109, Accounting for Income Taxes.

#### BASIS OF CONSOLIDATION

The consolidated financial statements include the accounts of the Company and Mastercall. All significant intercompany accounts and transactions have been eliminated.

#### BASIS OF PRESENTATION

Certain amounts in the 1995 financial statements have been reclassified to conform with the 1996 presentation.

#### 4. PROPERTY AND EQUIPMENT

Property and equipment is comprised of the following at December 31, 1996 and 1995:

	1996	1995
	(in tho	usands)
Furniture and equipment Switching equipment Leasehold improvements	\$1,131 2,888 60	\$ 892 1,717 89
Less accumulated depreciation and amortization	4,079 1,377	2,698 724
	\$2 <b>,</b> 702	\$1 <b>,</b> 974

Notes to Consolidated Financial Statements (continued)

#### COMMITMENTS AND CONTINGENCIES

#### LEASES

The Company leases office and switch site space under noncancellable operating leases. The future minimum annual rental commitments under leases having terms in excess of one year are as follows:

1997	\$346,000
1998	399,000
1999	399,000
2000	213,000
2001	116,000

Rent expense for the years ended December 31, 1996 and 1995 was \$284,000 and \$256,000, respectively.

#### LITIGATION

During 1994, the Company was involved in a contract dispute which was presented to an arbitrator and, in August 1995, an award in the amount of \$333,450 representing damages and administrative fees and costs was determined to be payable by the Company. The award amount was recorded as an expense in 1994 and was paid in 1996.

The Company is involved in litigation in the normal course of business. In the opinion of management, such litigation will not have a material effect on the Company's cash flows, financial condition or results of operations.

#### INCENTIVE PLANS

The Company maintains incentive plans which entitle certain key employees to participate in certain distributions, if any, by the Company of cash or property to two of the Company's principal stockholders. Participation commences when the amount of distributions paid exceeds certain stipulated amounts. No such distributions have been made or are expected.

#### 6. MAJOR SUPPLIERS

During 1996 and 1995, MCI, World Com, Inc. (formerly IDB) and Cable and Wireless International, Inc. provided the Company with a majority of its international telecommunications network services. Charges for such services are included in cost of telecommunications services in the accompanying statement of operations.

Notes to Consolidated Financial Statements (continued)

#### 7. RELATED PARTIES

In March 1995, the Company entered into an agreement with TelePassport Japan Co., Ltd. ("TelePassport Japan"), an affiliated joint venture formed in 1995, to provide international telecommunication services and to lease switching equipment to TelePassport Japan. Telecommunication revenue for 1996 and 1995 includes \$3,400,000 and \$371,000, respectively, for services provided to TelePassport Japan. The equipment under lease has a net book value of \$140,000 and \$186,000 at December 31, 1996 and 1995, respectively, and is included in property and equipment. The joint venture was terminated in 1997 and the equipment was transferred to an affiliate.

Included in due to affiliates at December 31, 1995 is a \$1,258,000 note due to US Cable Corporation ("US Cable"), an affiliate of certain stockholders. During 1996, US Cable transferred the note to such stockholders who contributed the outstanding balance to capital.

Included in due to affiliates at December 31, 1996 and 1995 are amounts due to TelePassport Japan for carrier charges paid by TelePassport Japan on behalf of the Company and amounts due to US Cable for expenses paid on behalf of the Company.

#### 8. EMPLOYEE BENEFIT PLAN

The Company sponsors a defined contribution plan that qualifies as a deferred salary arrangement under Section 401(a) of the Internal Revenue Code. All full-time employees meeting minimum service requirements are eligible to participate and may contribute up to 18% of their pre-tax earnings subject to certain Internal Revenue Code restrictions. The Company matches 50% of each employee's contribution up to an annual maximum of \$500 per employee. Total Company contributions for 1996 and 1995 of \$16,000 and \$14,000, respectively, are included in selling, general and administrative expenses.

#### 9. INCOME TAXES

The Company has elected to be taxed as an "S" Corporation for federal income tax purposes. For New York City income tax purposes, the Company is taxed as a "C" corporation and at December 31, 1996 the Company has available New York City net operating loss carryforwards of \$8,488,000, which principally expire in the year 2011. At December 31, 1996, the Company had deferred city income tax assets of \$1,132,000, which are primarily attributable to temporary differences which are not currently

# USFI, Inc., and Subsidiary Notes to Consolidated Financial Statements (continued)

#### 9. INCOME TAXES (CONTINUED)

deductible for income tax purposes, including net operating loss carryforwards, accrued liabilities and certain other reserves. The Company has recorded a full valuation allowance against its deferred tax assets at December 31, 1996.

#### 10. SUBSECUENT EVENTS

On March 10, 1997, the Company acquired the remaining 49% interest in Mastercall for a purchase price of approximately \$15,000.

During 1997, the Company and certain affiliates planned an initial public offering of common stock. The initial public offering was postponed in April 1997 and subsequently abandoned, and accordingly, the initial public offering was not completed. Costs incurred as of December 31, 1996 related to the initial public offering of \$284,000 are included in 1996 selling, general and administrative expenses.

On September 11, 1997, the Company entered into a letter of intent to sell all of its assets, except for cash and accounts and notes receivable to Primus Telecommunications Group, Incorporated. Subsequent to the sale, the Company intends to cease operations.

#### Report of Independent Auditors

Board of Directors and Stockholders USFI, Inc.

We have audited the accompanying balance sheets of USFI, Inc. as of December 31, 1994 and 1993, and the related statements of operations, stockholders' deficit and cash flows for the year ended December 31, 1994. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of USFI, Inc. at December 31, 1994 and 1993, and the results of its operations and its cash flows for the year ended December 31, 1994 in conformity with generally accepted accounting principles.

/s/ Ernst & Young LLP

January 31, 1996

### Balance Sheets

### [CAPTION]

	DECEME 1994	1993
ASSETS		
Current Assets: Cash Accounts receivable, less allowance of \$500,000 in 1994 and \$320,000 in 1993 Prepaid expenses and other current assets	1,496,020 95,355	\$ 52,672 450,486 51,150
Total current assets		554,308
Property and equipment, net (Note 3) Deferred costs, net of accumulated amortization Deposits	12,686 47,133	261,086 7,000
Total Assets Accounts payable Accrued liabilities and other current liabilities Reseller deposits and deferred revenue Capital lease obligations Due to affiliates	\$2,613,700 1,242,905 269,278 24,376 63,600	\$ 822,394 317,644
Total current liabilities	4,206,418	1,938,328
Commitments and contingencies (Note 4)		
Stockholders' deficit Common stock, no par value, authorized 2,500 shares; issued and outstanding 100 shares in 1994 and 1993 Additional paid-in capital Accumulated deficit	100 4,325,275 (5,918,093)	100 1,395,350 (2,511,384)
Total stockholders' deficit	(1,592,718)	
Total liabilities and stockholders' deficit	\$2,613,700	\$ 822,394
See accompanying notes.		

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USFI, Inc.

# Statement of Operations

# Year ended December 31, 1994

Net sales	\$ 12,774,803
Costs and expenses: Direct costs (Note 5) Selling, general and administrative	(8,906,908) (6,960,279)
Total costs and expenses	(15,867,187)
Loss from operations	(3,092,384)
Other income (expense) (Note 4)	(314,325)
Net loss	\$ (3,406,709) ========

### Statement of Stockholders' Deficit

### Year ended December 31, 1994

	COMMON STOCK	ADDITIONAL PAID-IN CAPITAL	ACCUMULATED DEFICIT	TOTAL
Balance at December 31, 1993 Cash contributions Contribution of USFN net assets	\$100	\$1,395,350 1,885,000 1,044,925	\$(2,511,384)	\$(1,115,934) 1,885,000 1,044,925
Net loss for 1994			(3,406,709)	(3,406,709)
Balance at December 31, 1994	\$100 =======	\$4,325,275 ==========	\$(5,918,093) ========	\$(1,592,718) ======

USFI, Inc.

# Statement of Cash Flows

# Year ended December 31, 1994

OPERATING ACTIVITIES	
Net loss	\$(3,406,709)
Adjustments to reconcile net loss to net cash	
used in operating activities:	
Depreciation and amortization	99,529
Provisions for losses on receivables	645,570
Changes in operating assets and liabilities:	
Increase in accounts receivable	(1,691,104)
Increase in other current assets	(37,205)
Increase in accounts payable and accrued expenses	2,505,648
Increase in reseller deposits and deferred revenue	152,485
Decrease in due to affiliates	396,738
Net cash used in operating activities	(1,335,048)
INVESTING ACTIVITIES	
Purchase of equipment	(304,438)
Increase in deferred costs	(14,096)
Net cash used in investing activities	(318,534)
FINANCING ACTIVITIES	1 010 004
Capital contributions (including \$34,294 of cash of USFN)	1,919,294
Net cash provided by financing activities	1,919,294
Net cash provided by financing accivities	1,919,294
Increase in cash	265,712
Cash at beginning of year	52,672
Cash at end of year	\$ 318,384
4	========

USFI, Inc.

#### Notes to Financial Statements

December 31, 1994

#### 1. ORGANIZATION AND NATURE OF BUSINESS

USFI, Inc. (the "Company") was incorporated in New York on February 12, 1993. The Company provides least cost routing for international long distance telecommunication services, which primarily originate and terminate outside of the United States. All billings for service are denominated in U.S. currency.

Customers are principally located in Western Europe, the Middle East and Japan. No individual customer represents a significant percentage of sales. The Company performs a credit evaluation of all new customers and requires certain customers to provide collateral in the form of a cash deposit or letter of credit.

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### 2. SIGNIFICANT ACCOUNTING POLICIES

#### DEPRECIATION

Furniture and equipment are recorded at cost and are depreciated over the estimated useful lives of three to five years, utilizing the straight-line method. Leasehold improvements are amortized on a straight-line basis over the shorter of their estimated useful lives or the terms of the leases. Depreciation expense for the year ended December 31, 1994 was \$98,000.

#### REVENUE RECOGNITION

The Company recognizes revenue from services and the related costs in the period in which the services are rendered.

#### INCOME TAX

The Company has elected to be taxed as an "S" Corporation and, as such, any income of the Corporation will be taxable directly to the shareholders and not to the corporate entity.

#### Notes to Financial Statements (continued)

#### 3. PROPERTY AND EQUIPMENT

Property and equipment is comprised of the following at December 31, 1994 and 1993:

	1994	1993
Furniture and equipment Switching equipment Leasehold improvements Leased assets	\$ 482,834 412,628 65,044 155,763	\$ 60,071 212,273 20,334
Less accumulated depreciation	1,116,269 472,147	292,678 31,592
	\$ 644,122	\$261,086

#### 4. COMMITMENTS AND CONTINGENCIES

#### LEASES

The Company leases office and switch site space under noncancellable operating leases. The future minimum annual rental commitments under leases having terms in excess of one year are as follows:

1995	\$262,000
1996	262,000
1997	262,000
1998	283,000
1999	283,000
2000	131,000

Rent expense for the year ended December 31, 1994 was \$253,000.

### LITIGATION

During 1994, the Company was involved in a contract dispute which was presented to an arbitrator and, in August 1995, an award in the amount of \$333,450 representing damages and administrative fees and costs was determined to be payable by the Company. The Company has appealed the decision. The award amount has been included in other income (expense).

#### LETTERS OF CREDIT

At December 31, 1994, the Company had letters of credit outstanding amounting to \$400,000 on behalf of certain telecommunications carriers.

#### 5. MAJOR SUPPLIERS

During 1994, MCI and World Com, Inc. (formerly IDB) provided the Company with a majority of its international telecommunications network services. Charges for such services are included in direct costs in the accompanying statement of operations.

#### 6. RELATED PARTIES

On December 27, 1994 the net assets of US FiberCom Network, Inc. ("USFN"), an inactive affiliate under common control, were merged into the Company, with the net assets recorded at their historical carrying value by the Company. Net assets, primarily consisting of property and equipment and amounts due from the Company, had a net historical carrying value of \$1,045,000, resulting in an increase to additional paid-in capital of this amount.

Prior to the merger, the Company utilized the fixed assets of USFN and was charged certain expenses amounting to \$86,000, which is included in 1994 selling, general and administrative expenses.

Included in due to affiliates at December 31, 1994 are amounts due to US Cable Corporation, an affiliate, for expenses paid on behalf of the Company. Included in due to affiliates at December 31, 1993 are charges for common operating expenses provided by USFN, which were allocated based on the Company's usage of such items.

#### 7. EMPLOYEE BENEFIT PLAN

The Company sponsors a defined contribution plan that qualifies as a deferred salary arrangement under Section 401(a) of the Internal Revenue Code. All full-time employees meeting minimum service requirements are eligible to participate and may contribute up to 18% of their pre-tax earnings. The Company matches 50% of each employee's contribution up to an annual maximum of \$390 per employee. Total Company contributions for 1994 were \$7,000 and are included in selling, general and administrative expenses.

#### 8. SUBSEQUENT EVENT

In May 1995, the Company acquired a 51% interest in Mastercall, Ltd., a joint venture that resells the Company's international telecommunications services in the United Kingdom, for a purchase price of \$140,000.