

MOBILE MINI INC  
Form 8-K  
May 06, 2003

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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

**Washington, DC 20549**

**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) May 6, 2003

**MOBILE MINI, INC.**

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(Exact name of registrant as specified in its charter)

Delaware

1-12804

86-0748362

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(State or other jurisdiction  
of incorporation)

(Commission  
File Number)

(IRS Employer  
Identification No.)

7420 South Kyrene Road, Suite 101, Tempe,  
Arizona

85283

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(Address of principal executive offices)

(Zip Code)

Registrant's telephone number, including area code: (480) 894-6311  
None

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

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**Item 7. Financial Statements, Pro Forma Financial Information and Exhibits.**

(c) Exhibits.

99.1 Registrant's press release, dated May 6, 2003.

**Item 12. Results of Operation and Financial Condition.**

On May 6, 2003, we announced our results of operations and financial position as of and for the first quarter of our fiscal year ending December 31, 2003. The press release is attached hereto as Exhibit 99.1 and is incorporated in this Item 12 by reference.

The announcement includes the financial measure EBITDA and certain pro forma financial results. The EBITDA and pro forma financial measures may each be deemed a non-GAAP financial measure under rules of the Securities and Exchange Commission. EBITDA represents income from continuing operations for the stated period and excludes income taxes, interest expense and depreciation and amortization for the same period. We reference EBITDA as a financial measure as a management group in our decision-making because it provides supplemental information that facilitates internal comparisons to historical operating performance of prior periods and external comparisons to competitors operating performance. In addition, several of the financial covenants under our revolving loan agreement are expressed by reference to this financial

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measure. The pro forma financial results that we report show our operating results absent litigation costs and related expenses that we incurred during the relevant period in connection with specified Florida litigation matters. In its decision-making, management adjusts results to exclude these litigation costs and expenses, particularly when making operational decisions that involve branch operations and expansion opportunities. We include the EBITDA and the pro forma financial measures in the earnings announcement to provide transparency to investors.

**SIGNATURES**

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

Dated: May 6, 2003

MOBILE MINI, INC.

/s/ Larry Trachtenberg

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Name: Larry Trachtenberg  
Title: Executive Vice President and  
Chief Financial Officer

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