SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D. C. 20549

FORM 10-Q
Quarterly Report Under Section 13 or $15(d)$
of the Securities Exchange Act of 1934

For Quarter Ended March 31, 1997 Commission file number 0-14948
FISERV, INC.
(Exact name of Registrant as specified in its charter)


Exhibit Index appears at page 8.

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PART I. FINANCIAL INFORMATION

FISERV, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
for the Three Month Periods Ended March 31, 1997 and 1996

|  | Three Months Ended March 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 1997 |  | 1996 |
|  |  | (In thousands except per share amounts) |  |
| Revenues |  | 206,450 | \$ 194,710 |
| Cost of revenues: |  |  |  |
| Salaries, commissions and payroll related costs .. |  | 99,483 | 90,692 |
| Data processing expenses, rentals and telecommunication costs .... |  | 22,813 | 24,274 |
| Other operating expenses |  | 35,813 | 34,409 |
| Depreciation and amortization of property and equipment .. |  | 11,083 | 10,309 |
| Amortization of intangible assets |  | 3,543 | 5,317 |
| Capitalization of internally generated computer software .. |  | (521) | (796) |
| Total cost of revenues |  | 172,214 | 164,205 |
| Operating income |  | 34,236 | 30,505 |
| Interest expense-net |  | 3,487 | 5,655 |


| Income before income taxes | $\begin{aligned} & 30,749 \\ & 12,607 \end{aligned}$ |  | $\begin{aligned} & 24,850 \\ & 10,189 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Income tax provision |  |  |  |  |
| Net income | \$ | 8,142 | \$ | , 661 |
| Net income per common and common equivalent share | \$ | 0.39 | \$ | 0.32 |
| Shares used in computing net income per share .. | 46,544 |  | 45,919 |  |

See notes to consolidated financial statements.

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FISERV, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

|  | $\begin{gathered} \text { March 31, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (In thousands) |  |
| ASSETS |  |  |
| Cash and cash equivalents | \$ 41,762 | \$ 80,833 |
| Accounts receivable | 180,236 | 160,747 |
| Prepaid expenses and other assets | 57,510 | 54,354 |
| Trust account investments | 1,135,577 | 970,553 |
| Other investments | 108,462 | 53,556 |
| Deferred income taxes | 30,391 | 32,083 |
| Property and equipment-net | 146,843 | 143,661 |
| Internally generated computer software-net | 71,438 | 70,487 |
| Identifiable intangible assets relating to acquisitions-net .................... | 48,145 | 50,156 |
| Goodwill-net | 290,195 | 292,089 |
| Total | \$2,110,559 | \$1,908,519 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Accounts payable | \$ 46,591 | \$ 43,486 |
| Accrued expenses | 61,246 | 60,747 |
| Accrued income taxes | 7,531 | 7,510 |
| Deferred revenues | 53,587 | 46,089 |
| Trust account deposits | 1,133,690 | 970,553 |
| Long-term debt | 278,598 | 271,502 |
| Other long-term obligations | 2,252 | 1,362 |
| Total liabilities | 1,583,495 | 1,401,249 |
| Stockholders' equity: |  |  |
| Common stock outstanding, 45,445,000 and 45,348,000 shares, respectively ...... | 454 | 453 |
| Additional paid-in capital | 325,194 | 323,268 |
| Unrealized gain on investments | 18,576 | 18,621 |
| Accumulated earnings | 182,840 | 164,928 |
| Total stockholders' equity | 527,064 | 507,270 |
| Total | \$2,110,559 | \$1,908,519 |

See notes to consolidated financial statements.
<TABLE>
FISERV, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
for the Three-Month Periods Ended March 31, 1997 and 1996
<CAPTION>

| Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 1997 |  | 1996 |
|  | (In t | S | nds) |
|  | C> |  |  |
| \$ | 18,142 |  | 14,661 |


| Adjustments to reconcile income to net cash provided by operating activities: |  |  |
| :---: | :---: | :---: |
| Deferred income taxes | 1,835 | 4,581 |
| Depreciation and amortization of property and equipment | 11,083 | 10,309 |
| Amortization of intangible assets | 3,543 | 5,317 |
| Capitalization of internally generated computer software-net | (521) | (796) |
|  | 34,082 | 34,072 |
| Cash provided (used) by changes in assets and liabilities, net of effects from acquisitions of businesses: |  |  |
| Accounts receivable | $(9,137)$ | $(2,116)$ |
| Prepaid expenses and other assets | (572) | $(3,114)$ |
| Accounts payable and accrued expenses | $(3,096)$ | $(12,841)$ |
| Deferred revenue | 7,552 | 3,559 |
| Income taxes payable | 53 | $(1,338)$ |
| Net cash provided by operating activities | 28,882 | 18,222 |
| Cash flows from investing activities: |  |  |
| Capital expenditures | $(10,210)$ | $(9,525)$ |
| Investments and other assets | $(54,907)$ | 1,175 |
| Payment for acquisition of businesses | $(10,717)$ | (484) |
| Trust account investments | $(165,011)$ | $(135,107)$ |
| Net cash provided (used) by investing activities | $(240,845)$ | $(143,941)$ |
| Cash flows from financing activities: |  |  |
| Borrowings and other long-term obligations-net | 7,840 | $(19,275)$ |
| Issuance of common stock | 1,915 | 423 |
| Trust account deposits | 163,137 | 133,721 |
| Net cash provided (used) by financing activities | 172,892 | 114,869 |
| Change in cash | $(39,071)$ | $(10,850)$ |
| Beginning balance .............................................. | 80,833 | 59,743 |
| Ending balance | \$ 41,762 | \$ 48,893 |

See notes to consolidated financial statements.

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Fiserv, Inc. and Subsidiaries NOTES TO FINANCIAL STATEMENTS

1. Principles of Consolidation

The consolidated balance sheet as of March 31, 1997, and the related consolidated statements of income and cash flows for the three-month periods ended March 31, 1997 and 1996 are unaudited. In the opinion of management, all adjustments necessary for a fair presentation of such financial statements have been included. Such adjustments consisted only of normal recurring items. Interim results are not necessarily indicative of results for a full year.

The financial statements and notes are presented as permitted by Form 10-Q, and do not contain certain information included in the annual financial statements and notes of Fiserv, Inc. and subsidiaries (the Company).
2. Shares Used in Computing Net Income per Share

| Three Months Ended March 31, |  |
| :---: | :---: |
| 1997 | 1996 |
| (in thousands) |  |
| 45,397 | 44,944 |
| 1,147 | 975 |
| 46,544 | 45,919 |

Income per common and common equivalent share is computed using the weighted average number of common and dilutive common equivalent shares outstanding during the periods.
3. Revenue Recognition

The Company provides item processing services in the Canadian market through a joint venture with Canadian Imperial Bank of Commerce. Revenues from this business are recorded on a fee basis. If the gross revenues from this activity were recognized, the Company's revenues for the period would increase by approximately $\$ 29$ million or an additional 15\%.
4. Accounting for Income Taxes

Deferred income taxes reflect the net tax effects of (a) temporary differences between the carrying amount of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes, and (b) operating and tax credit carryforwards. Significant components of the Company's net deferred tax asset as of March 31, 1997 and December 31, 1996 are as follows:

|  | $\begin{gathered} \text { March 31, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (in thousands) |  |
| Allowance for doubtful accounts | \$ 1,529 | \$ 1,529 |
| Accrued expenses not currently deductible | 6,919 | 5,588 |
| Deferred revenue | 8,576 | 9,815 |
| Other | 569 | (232) |
| Net operating loss and credit carryforwards | 3,608 | 3,871 |
| Purchased incomplete software technology | 60,347 | 61,500 |
| Deferred costs | $(4,931)$ | $(4,963)$ |
| Internally generated capitalized software | $(29,289)$ | $(28,900)$ |
| Excess of tax over book depreciation and amortization | $(4,029)$ | $(3,185)$ |
| Unrealized gain on investments | $(12,908)$ | $(12,940)$ |
| Total | \$ 30,391 | \$ 32,083 |

5. Supplemental Cash Flow Information

6. Acquisitions

On March 14, 1997, the Company filed a registration statement with the Securities and Exchange Commission relating to its proposed acquisition of all the outstanding common stock of BHC Financial, Inc. (BHC) in exchange for approximately $6,500,000$ shares of Fiserv common stock. The transaction is subject to approval by the shareholders of BHC which is expected to be forthcoming during the second quarter of 1997. It is anticipated that the merger will be accounted for as a pooling of interests and historical financial statements of the combined companies for periods prior to the merger will be presented as though the companies had been combined as of the beginning of all periods presented. On April 1, 1997, the Company announced the acquisition of AdminaStar Communications in a cash transaction which will be accounted for on the purchase method of accounting.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION
AND RESULTS OF OPERATIONS
Results of Operations
The following table sets forth, for the periods indicated, the results of operations as a percentage of revenues represented by certain income and expense items and the percentage change in those items.

price increases. As indicated in Note 3, the Company provides item processing services in the Canadian market through a joint venture with Canadian Imperial Bank of Commerce, the revenues from which are recorded on a fee basis. If the gross revenues from this activity were recognized, the Company's revenues for the three months ended March 31, 1997 would have increased by approximately $\$ 41$ million or $21 \%$.

Cost of Revenues
Cost of revenues increased $4.9 \%$ from $\$ 164.2$ million in the first quarter of 1996 to $\$ 172.2$ million in the current first quarter. The increase in compensation expenses was disproportionate to the increase in revenues due, primarily, to severance payments arising in connection with restructuring of the item processing contract with The Chase Manhattan Bank. Amortization of intangible assets decreased due to reduced amortization of intangible assets recorded in the acquisition of Information Technology, Inc.

Operating Income
Operating income increased 12\% from $\$ 30.5$ million in the first quarter of 1996 to $\$ 34.2$ million in the current first quarter.

Net Interest Expense
As a result of declining debt levels, net interest expense decreased from $\$ 5.7$ million in the first quarter of 1996 to $\$ 3.5$ million in the current first quarter.

Income Tax Provision
Income taxes were computed at 41\% in both 1997 and 1996, which rate is expected to apply throughout the current year.

Net Income
Net income grew 24\% from $\$ 14.7$ million in the first quarter of 1996 to $\$ 18.1$ million in the first quarter of 1997, and net income per share increased $22 \%$ from $\$ .32$ per share in the first quarter of 1996 to $\$ .39$ in the corresponding period of 1997.

Liquidity and Capital Resources
During the three months ended March 31, 1997, cash and cash equivalents decreased $\$ 39.1$ million comprising primarily $\$ 28.9$ million net cash provided from operating activities, $\$ 7.8$ million of net borrowings and $\$ 1.9$ million from the sale of common stock offset by $\$ 10.2$ million capital expenditures, $\$ 10.7$ million for acquisition of businesses and $\$ 56.8$ million net increase in investments. Long-term obligations amounted to $\$ 280.9$ million at March 31, 1997. The majority of this debt comprises $\$ 119.6$ million senior notes due 1997 to 2005 and $\$ 133.2$ million advanced under a $\$ 225$ million unsecured line of credit and commercial paper facility expiring May 17, 2000. A facility fee ranging from .1\% to . 2 \% per annum is required on the entire bank line regardless of usage. The Company has historically applied a significant portion of its cash flow from operating activities together with proceeds of its common stock offerings and long-term borrowings to acquisitions. The company believes that its cash flow from operating activities together with other available sources of funds will be adequate to meet its funding requirements.

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PART II. OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K.

(a) Exhibits

Index to exhibits
(11) Statement regarding computation of per share earnings (included on page 5, Part 1).
(b) Reports on Form 8-K

During the quarter ended March 31, 1997, the Registrant filed a report on Form 8-K, dated March 3, 1997 announcing the proposed acquisition of BHC Financial, Inc.

## 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.

> Fiserv, Inc. ---------(Registrant)

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