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 September 30, 1997 Commission file number 0-14948
FISERV, INC.
(Exact name of Registrant as specified in its charter)


Exhibit Index appears at page 9.

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PART I. FINANCIAL INFORMATION

<TABLE>
FISERV, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
for the Three and Nine-Month Periods Ended September 30,1997 and 1996
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{\[
\begin{aligned}
& \text { Three Months Ended } \\
& \text { September } 30 \text {, } \\
& 1997 \quad 1996
\end{aligned}
\]} & \multicolumn{2}{|l|}{Nine Months Ended September 30,} \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Revenues & \$ 238,255 & \$ 215,332 & \$ 704,960 & \$ 647,907 \\
\hline \multicolumn{5}{|l|}{Cost of revenues:} \\
\hline \multicolumn{5}{|l|}{Salaries, commissions and payroll} \\
\hline \multicolumn{5}{|l|}{Data processing expenses, rentals} \\
\hline Other operating expenses ..... & 46,619 & 41,156 & 135,067 & 119,655 \\
\hline \multicolumn{5}{|l|}{Depreciation and amortization of} \\
\hline Amortization of intangible assets & 3,437 & 5,315 & 10,627 & 16,076 \\
\hline Capitalization of internally gener computer software-net ............ & (553) & (285) & \((2,038)\) & \((1,768)\) \\
\hline Total cost of revenues & 196,252 & 178,234 & 582,522 & 532,845 \\
\hline Operating income & 42,003 & 37,098 & 122,438 & 115,062 \\
\hline Interest expense - net & 2,701 & 4,294 & 9,529 & 15,025 \\
\hline Income before income taxes & 39,302 & 32,804 & 112,909 & 100,037 \\
\hline Income tax provision & 16,114 & 13,335 & 46,293 & 40,737 \\
\hline Net income & \$ 23,188 & \$ 19,469 & \$ 66,616 & \$ 59,300 \\
\hline \multicolumn{5}{|l|}{Net income per common and} \\
\hline
\end{tabular}


See notes to consolidated financial statements.
</TABLE>
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## FISERV, INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

| $\begin{gathered} \text { September } 30 \\ 1997 \end{gathered}$ | $\begin{aligned} & \text { December 31, } \\ & 1996 \end{aligned}$ |
| :---: | :---: |

(In thousands)

| ASSETS |  |  |
| :---: | :---: | :---: |
| Cash and cash equivalents | \$ 72,236 | \$ 101,282 |
| Accounts receivable | 169,036 | 160,747 |
| Securities processing receivables | 1,062,610 | 729,354 |
| Prepaid expenses and other assets | 70,318 | 64,410 |
| Trust account investments | 973,659 | 970,553 |
| Other investments | 164,955 | 72,952 |
| Deferred income taxes | 31,284 | 34,144 |
| Property and equipment-net | 146,558 | 148,413 |
| Internally generated computer software-net | 73,339 | 70,487 |
| Identifiable intangible assets relating to acquisitions, etc.-net ............. | 52,679 | 54,548 |
| Goodwill-net | 286,970 | 292,089 |
| Total | \$3,103,644 | \$2,698,979 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Accounts payable | \$ 41,943 | \$ 43,486 |
| Securities processing payables | 996,547 | 636,215 |
| Short-term borrowings | 23,200 | 33,200 |
| Accrued expenses | 95,308 | 80,866 |
| Accrued income taxes | 11,215 | 9,808 |
| Deferred revenues | 56,353 | 46,089 |
| Trust account deposits | 972,680 | 970,553 |
| Long-term debt | 221,301 | 272,864 |
| Total liabilities | 2,418,547 | 2,093,081 |
| Stockholders' equity: |  |  |
| Common stock outstanding, 52,426,000 and 51,032,000 shares, respectively ....... | 524 | 510 |
| Additional paid-in capital | 366,011 | 352,916 |
| Unrealized gain on investments | 18,506 | 18,621 |
| Accumulated earnings | 300,056 | 233,851 |
| Total stockholders' equity | 685,097 | 605,898 |
| Total | \$3,103,644 | \$2,698,979 |

See notes to consolidated financial statements.
<TABLE>
FISERV, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
for the Nine-Month Periods Ended September 30, 1997 and 1996


| Accounts payable and accrued expenses | 7,453 | 305 |
| :---: | :---: | :---: |
| Deferred revenue | 7,462 | 8,009 |
| Income taxes payable | 513 | 1,907 |
| Securities processing receivables and payables-net | 27,075 | $(9,483)$ |
| Cash provided by operating activities | 157,494 | 116,177 |
| Cash flows from investing activities: |  |  |
| Capital expenditures | $(29,712)$ | $(27,682)$ |
| Investments and other assets | $(80,627)$ | 23,397 |
| Payment for acquisition of businesses | $(22,106)$ | $(7,860)$ |
| Trust account investments | $(3,226)$ | 20,464 |
| Net cash provided (used) by investing activities | $(135,671)$ | 8,319 |
| Cash flows from financing activities: |  |  |
| Increase (decrease) in short-term obligations-net | $(10,000)$ | (700) |
| Increase (decrease) in long-term obligations-net | $(51,588)$ | $(92,459)$ |
| Issuance of common stock | 8,592 | 4,834 |
| Trust account deposits | 2,127 | $(24,701)$ |
| Net cash provided (used) by financing activities | $(50,869)$ | $(113,026)$ |
| Change in cash | $(29,046)$ | 11,470 |
| Beginning balance | 101,282 | 76,556 |
| Ending balance | \$ 72,236 | \$ 88,026 |

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 September 30, 1997 and the related consolidated statements of income and cash flows for the three and nine-month periods ended September 30, 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. lnterim 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. Acquisitions

The Company completed the acquisition of BHC Financial, Inc. (BHC) on May 30, 1997. The Company acquired all of the outstanding common stock of BHC in exchange for 5,683,769 shares of Common Stock of the Company. The transaction is being accounted for as a pooling of interests and accordingly, the accompanying financial statements include the accounts of BHC for all periods presented. The following summary compares results of operations for 1997 to results as originally presented for 1996.

| Three Months Ended | Nine Months Ended |
| :---: | :---: |
| September 30, | September 30, |
| 1997 | 1996 |


| Revenues | 238,255 | 196,585 | 704,960 | 587,759 |
| :---: | :---: | :---: | :---: | :---: |
| Income before taxes | 39,302 | 26,658 | 112,909 | 77,284 |
| Net Income | 23,188 | 15,729 | 66,616 | 45,598 |
| Net Income per share | 0.43 | 0.34 | 1.25 | 0.99 |
| Shares used in computing net |  |  |  |  |
| income per share | 54,061 | 46,265 | 53,265 | 46,094 |

3. Shares Used in Computing Net Income per Share

| Three Months Ended | Nine Months Ended |
| :---: | :---: |
| September 30, | September 30, |
| 1997 | 1996 |

(In thousands)
Weighted average number of common
shares outstanding ...................... 52,400 50,911 51,859 50,687

Shares issuable upon exercise of options
reduced by the number of shares which
could have been purchased with the
$\begin{array}{rrrrrrr}\text { proceeds of such exercise } \ldots \ldots \ldots \ldots & 1, \ldots .3 & 1,661 & 1,068 & 1,406 & 1,329 \\ \text { Shares used } \ldots \ldots . \ldots & 54,061 & 51,979 & 53,265 & 52,016\end{array}$

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, after restatement for shares issued in the acquisition of BHC Financial, Inc. accounted for as a pooling of interests.
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 September 30, 1997 and December 31, 1996 are as follows:

|  | $\begin{gathered} \text { September } 30 \\ 1997 \end{gathered}$ | $\begin{gathered} \text { December } \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (in thousands) |  |
| Allowance for doubtful accounts | \$ 1,677 | \$ 1,529 |
| Accrued expenses not currently deductible | 12,060 | 7,574 |
| Deferred revenue | 8,072 | 9,815 |
| Other | 916 | 77 |
| Net operating loss and credit carryforwards | 3,382 | 3,871 |
| Purchased incomplete software technology .. | 58,041 | 61,500 |
| Deferred costs | $(4,524)$ | $(4,963)$ |
| Internally generated capitalized software | $(30,069)$ | $(28,900)$ |
| Excess of tax over book depreciation and amortization ............................... | $(5,412)$ | $(3,419)$ |
| Unrealized gain on investments | $(12,859)$ | $(12,940)$ |
| Total deferred income taxes | \$ 31,284 | \$ 34,144 |

5. Supplemental Cash Flow Information
$\left.\begin{array}{ccc} & \begin{array}{c}\text { Nine Months Ended } \\ \text { September 30, }\end{array} \\ 1997 & 1996\end{array}\right]$

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 relative percentage which certain items in the Company's consolidated statements of income bear to revenues. This data has been restated for all periods commencing prior to April 1, 1997 to give effect to the acquisition of BHC Financial, Inc. (BHC), accounted for as a pooling of interests.

| Three Months Ended | Nine Months Ended |
| :---: | :---: |
| September 30, | September 30, |
| 1997 | 1996 |

(Percent of Revenues)

| Revenues | 100.00\% | 100.00\% | 100.00\% | 100.00\% |
| :---: | :---: | :---: | :---: | :---: |
| Salaries and related costs | 45.90 | 45.65 | 46.60 | 44.99 |
| Data processing costs | 10.55 | 10.48 | 10.55 | 11.53 |
| Other operating expenses | 19.57 | 19.11 | 19.16 | 18.47 |
| Depreciation and amortization | 5.15 | 5.19 | 5.11 | 5.04 |
| Amortization of intangible assets | 1.44 | 2.47 | 1.51 | 2.48 |
| Capitalization of software-net | (0.23) | (0.13) | (0.29) | (0.27) |
| Total cost of revenues | 82.38 | 82.77 | 82.64 | 82.24 |
| Operating income | 17.62 | 17.23 | 17.36 | 17.76 |
|  | 6 |  |  |  |

Revenues

- --------

Revenues increased $10.6 \%$ from $\$ 215.3$ million in the third quarter of 1996 to $\$ 238.3$ million in the current third quarter and $8.8 \%$ from $\$ 647.9$ million in the first nine months of 1996 to $\$ 705.0$ million in the comparable current period. Approximately $30 \%$ of the year to date growth resulted from the inclusion of revenues from the date of purchase of acquired companies and approximately 70\% from increases in revenue from the addition of new clients, growth in the transaction volume experienced by existing clients and price increases. 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 September 30, 1997 would have increased by approximately $\$ 59$ million or $27 \%$. Revenues for the first nine months of 1997 would have increased by $\$ 151$ million or $23 \%$.

Cost of Revenues
Cost of revenues increased $10.1 \%$ from $\$ 178.2$ million in the third quarter of 1996 to $\$ 196.3$ million in the current third quarter, and $9.3 \%$ from $\$ 532.8$ million in the first nine months of 1996 to $\$ 582.5$ million in the first nine months of 1997. The increase in cost of revenues for the nine months was disproportionate to the increase in revenues due to approximately $\$ 3.6$ million of severance payments in connection with restructuring of the item processing contract with Chase Manhattan Bank and merger related expenses of $\$ 3.7$ million associated with the acquisition of BHC. 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 $13.2 \%$ from $\$ 37.1$ million in the third quarter of 1996 to $\$ 42.0$ million in the current third quarter, and increased $6.4 \%$ from $\$ 115.1$ million in the first nine months of 1996 to $\$ 122.4$ million in the first nine months of 1997. As a percentage of revenues, operating margins were lower during the first nine months of 1997 when compared to the comparable prior year period. This decrease resulted primarily from charges related to one-time merger expenses and reduced impact of termination fees.

Interest Expense - Net
As a result of substantial debt reductions and slightly lower effective rates, interest expense decreased $\$ 1.6$ million in the third quarter of 1997 and $\$ 5.5$ million for the first nine months of 1997 when compared to amounts incurred for the comparable 1996 periods.

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

Net Income
Net income for the third quarter increased $19 \%$ from $\$ 19.5$ million in 1996 to $\$ 23.2$ million in 1997. Net income for the first nine months, which was reduced by $\$ 3.1$ million for acquisition costs of BHC, increased $12 \%$ from $\$ 59.3$ million in 1996 to $\$ 66.6$ million in 1997. Net income per share for the third quarter was $\$ .43$ in 1997 compared to $\$ .37$ in 1996. Net income per share for the first nine months, after merger related expenses of $\$ .06$, increased $\$ .11$ from $\$ 1.14$ in 1996 to $\$ 1.25$ in 1997. Net income per share increased $\$ .09$ and $\$ .26$, respectively, in the third quarter and first nine months of 1997 after the charges associated with the acquisition of BHC, when compared with net income per share as originally presented for the comparable 1996 periods. The increase in net income per share over 1996 as originally presented was consistent with management's expectations.

## Liquidity and Capital Resources

The following table summarizes the Company's primary sources of funds for the nine months ended September 30, 1997 and 1996:

| 1997 | 1996 |
| :---: | :---: |
| (in thousands) |  |
| 157,494 | 116,177 |
| 8,592 | 4,834 |
| $(81,726)$ | 19,160 |
| $(61,588)$ | $(93,159)$ |
| \$22,772 | \$47,012 |

Long-term obligations amounted to $\$ 221.3$ million at September 30, 1997. The majority of this debt comprises $\$ 112.8$ million of senior notes due 1998 to 2001 and $\$ 82.0$ million advanced under a $\$ 225$ million unsecured line of credit and commercial paper facility expiring May 17, 2000. A facility fee of . $1 \%$ 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 and 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. However, in the event that the Company makes significant future acquisitions, it may raise funds through additional borrowings or issuance of securities.
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 6, Part 1).
(b) Reports on Form 8-K None

## 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.

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Fiserv, Inc
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(Registrant)
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by /S/ EDWARD P. ALBERTS
EDWARD P. ALBERTS
Senior Vice President, Finance
and Controller

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