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 JUNE 30, 1998 COMMISSION FILE NUMBER 0-14948
FISERV, INC.
(Exact name of Registrant as specified in its charter)

WISCONSIN

- ----------------------------------
(State or other jurisdiction of incorporation or organization)

255 FISERV DRIVE, BROOKFIELD, WI.
(Address of principal executive office)
Registrant's telephone number, including area code:

(I. R. S. Employer

Identification No.)
53045
-------
(Zip Code)
(414) 8795000
Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes (X) No ( )
At June $30,1998,81,936,000$ shares of common stock of the Registrant were outstanding.

Exhibit Index appears at page 8.

1

PART I. FINANCIAL INFORMATION

FISERV, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME for the Three and Six-Month Periods Ended June 30, 1998 and 1997

## <TABLE>

<CAPTION>

|  | Three Months Ended June 30, <br> 1998 |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1998 | 1997 |
|  | ( In | sands exc | per share | unts) |
| <S> | <C> | <C> | <C> | <C> |
| REVENUES | \$ 311,220 | \$ 238,386 | \$ 585,049 | \$ 466,705 |
| Cost of revenues: |  |  |  |  |
| Salaries, commissions and payroll |  |  |  |  |
| Data processing expenses, rentals |  |  |  |  |
| Other operating expenses | 68,908 | 47,137 | 121,281 | 88,448 |
| Depreciation and amortization of |  |  |  | 23,750 |
| Amortization of intangible assets | 3,867 | 3,545 | 7,331 | 7,190 |
| Capitalization of internally generated computer software-net | $(1,853)$ | (964) | $(3,022)$ | $(1,485)$ |
| Total cost of revenues | 258,398 | 199,748 | 482,843 | 386,270 |


| OPERATING INCOME |  | 52,822 |  | 38,638 |  | 102,206 |  | 80,435 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense - net |  | 4,228 |  | 3,341 |  | 7,595 |  | 6,828 |
| INCOME BEFORE INCOME TAXES |  | 48,594 |  | 35,297 |  | 94,611 |  | 73,607 |
| Income tax provision |  | 19,924 |  | 14,472 |  | 38,791 |  | 30,179 |
| NET INCOME | \$ | 28,670 | \$ | 20,825 | \$ | 55,820 | \$ | 43,428 |
| NET INCOME PER SHARE: |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.34 | \$ | 0.27 | \$ | 0.68 | \$ | 0.56 |
| Diluted | \$ | 0.33 | \$ | 0.26 | \$ | 0.66 | \$ | 0.55 |
| Shares used in computing ne |  |  |  |  |  |  |  |  |
| Basic |  | 83,124 |  | 77,781 |  | 81,848 |  | 77,199 |
| Diluted |  | 85,930 |  | 80,043 |  | 84,564 |  | 79,299 |

See notes to consolidated financial statements.

2
FISERV, INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

<TABLE>
<CAPTION>

ASSETS
<S>
Cash and cash equivalents
<c> 5 <C>
Accounts receivable
Securities processing receivables
1,594,884 1,386,169
92,390 91,278
Prepaid expenses and other assets
1,072,415 1,082,740
rust account investments
135,642 125,999
Deferred income taxes
\(\begin{array}{rr}135,642 & 125,999 \\ 29,006 & 35,233\end{array}\)
Property and equipment-net
158,779 149,055
Internally generated computer software-net
81,826 73,163
Identifiable intangible assets relating
to acquisitions-net
48,392 50,426
Goodwill-net
Total
\begin{tabular}{|c|c|}
\hline \[
\begin{aligned}
& \text { JUNE } 30 \text {, } \\
& 1998
\end{aligned}
\] & \[
\begin{gathered}
\text { December } \\
1997
\end{gathered}
\] \\
\hline \multicolumn{2}{|r|}{(In thousands)} \\
\hline <C> & <C> \\
\hline 65,677 & \$ 89,377 \\
\hline 214,904 & 197,771 \\
\hline 1,594,884 & 1,386,169 \\
\hline 92,390 & 91,278 \\
\hline 1,072,415 & 1,082,740 \\
\hline 135,642 & 125,999 \\
\hline 29,006 & 35,233 \\
\hline 158,779 & 149,055 \\
\hline 81,826 & 73,163 \\
\hline 48,392 & 50,426 \\
\hline 436,806 & 355,280 \\
\hline 3,930,721 & \$3,636,491 \\
\hline
\end{tabular}

LIABILITIES AND SHAREHOLDERS' EQUITY
Accounts payable
\begin{tabular}{|c|c|}
\hline 56,673 & \$ 53,828 \\
\hline 1,363,737 & 1,184,277 \\
\hline 104,600 & 94,975 \\
\hline 125,568 & 123,380 \\
\hline 9,329 & 8,436 \\
\hline 97,333 & 67,569 \\
\hline 1,073,781 & 1,082,740 \\
\hline 302,156 & 252,031 \\
\hline 3,133,177 & 2,867,236 \\
\hline
\end{tabular}

SHAREHOLDERS' EQUITY:
Common stock issued, 83,136,000 and
80,887,000 shares, respectively
Additional paid-in capital

</TABLE>
See notes to consolidated financial statements.
for the Six-Month Periods Ended June 30, 1998 and 1997

<TABLE>
<CAPTION>

CASH FLOWS FROM OPERATING ACTIVITIES:
<S>
Net income
Adjustments to reconcile income to net cash provided
by operating activities:
Deferred income taxes

</TABLE>
See notes to consolidated financial statements.

1. PRINCIPLES OF CONSOLIDATION

The consolidated balance sheet as of June 30,1998 and the related consolidated statements of income and cash flows for the three and six-month periods ended June 30, 1998 and 1997 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. ACQUISITIONS

During the three months ended June 30, 1998, the Company completed three
acquisitions including CUSA Technologies, Inc. and Network Data Processing
Corporation which were accounted for as poolings of interests. Financial
statements for prior periods have not been restated to include the operations of these two companies due to lack of materiality.
3. SHARES USED IN COMPUTING NET INCOME PER SHARE

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{Three Months Ended June 30, 19981997} & \multicolumn{2}{|l|}{```
Six Months Ended
    June 30,
    1998 1997
```} \\
\hline & \multicolumn{4}{|c|}{(In thousands)} \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Weighted average number of common shares outstanding & 83,124 & 77,781 & 81,848 & 77,199 \\
\hline Shares issuable upon exercise of options reduced by the number of shares which could have been purchased with the proceeds of such exercise & 2,806 & 2,262 & 2,716 & 2,100 \\
\hline Shares used in computing diluted net income per share & 85,930 & 80,043 & 84,564 & 79,299 \\
\hline
\end{tabular}
</TABLE>
Basic income per share is computed using the weighted average number of shares outstanding during the periods. Diluted income per share is computed using the weighted average number of common and dilutive common equivalent shares outstanding during the periods. 1997 shares outstanding have been restated to give affect to a three for two stock split issued May 29, 1998.
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 June 30, 1998 and December 31, 1997 are as follows:

<TABLE>
<CAPTION>

\section*{<S>}

Allowance for doubtful accounts
Accrued expenses not currently deductible
Deferred revenue
Other Net operating loss and credit carryforwards
Purchased incomplete software technology
Deferred costs
Internally generated capitalized software
Excess of tax over book depreciation and amortization
Unrealized gain on investments
Total deferred income taxes
</TABLE>
| $\begin{gathered} \text { JUNE } 30, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { December } \\ 1997 \end{gathered}$ |
| :---: | :---: |
| (in thousands) |  |
| <C> | <C> |
| \$2,027 | \$2,027 |
| 17,274 | 16,835 |
| 8,059 | 8,688 |
| 1,876 | 230 |
| 2,420 | 2,295 |
| 54,582 | 56,888 |
| $(4,588)$ | $(4,314)$ |
| $(33,549)$ | $(29,999)$ |
| $(7,702)$ | $(5,992)$ |
| $(11,393)$ | $(11,425)$ |
| \$29,006 | \$35,233 |

5. SUPPLEMENTAL CASH FLOW INFORMATION <TABLE>
<CAPTION>
Six Months Ended
June 30,
19981997
(In thousands)
<C> <C>
Income taxes paid
\$31,003 \$35,709
11,215
9,531
30,273
8,639
</TABLE>

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 and the percentage change in these items.
<TABLE>
<CAPTION>

|  |  | Ended | $\text { Six } \mathrm{M}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1998 | 1997 | 1998 | 1997 |
|  |  | (Perce | es) |  |
| <S> | <C> | <C> | <C> | <C> |
| Revenues | 100.00\% | 100.00\% | 100.00\% | 100.00\% |
| Salaries and related costs | 46.37 | 47.57 | 46.58 | 46.96 |
| Data processing costs | 9.18 | 10.25 | 9.56 | 10.54 |
| Other operating expenses | 22.14 | 19.77 | 20.73 | 18.95 |
| Depreciation and amortization | 4.70 | 5.11 | 4.93 | 5.09 |
| Amortization of intangible assets | 1.24 | 1.49 | 1.25 | 1.54 |
| Capitalization of software-net | (0.60) | (0.40) | (0.52) | (0.32) |
| Total cost of revenues | 83.03 | 83.79 | 82.53 | 82.76 |
| Operating income | 16.97 | 16.21 | 17.47 | 17.24 |

## </TABLE>

REVENUES
Revenues increased $30.6 \%$ from $\$ 238.4$ million in the second quarter of 1997 to
$\$ 311.2$ million in the current second quarter and $25.4 \%$ from $\$ 466.7$ million in the first six months of 1997 to $\$ 585.0$ million in the comparable current period. Approximately 65\% of the year to date growth resulted from the inclusion of revenues from the date of purchase of acquired companies and approximately $35 \%$ from increases in revenue from the addition of new clients, growth in the transaction volume experienced by existing clients and price increases.

COST OF REVENUES
Cost of revenues increased $29.4 \%$ from $\$ 199.7$ million in the second quarter of 1997 to $\$ 258.4$ million in the current second quarter, and $25.0 \%$ from $\$ 386.3$ million in the first six months of 1997 to $\$ 482.8$ million in the first six months of 1998. These increases were in line with increases in revenues during the periods.

OPERATING INCOME
Operating income increased $36.7 \%$ from $\$ 38.6$ million in the second quarter of 1997 to $\$ 52.8$ million in the current second quarter, and increased $27.1 \%$ from $\$ 80.4$ million in the first six months of 1997 to $\$ 102.2$ million in the first six months of 1998. As a percentage of revenues, operating margins were slightly higher during both the second quarter and first six months of 1998 when compared to the comparable prior year periods.

6

INTEREST EXPENSE - NET
As a result of increased borrowings, interest expense increased $\$ .9$ million in the second quarter of 1998 and $\$ .8$ million for the first six months of 1998 when compared to amounts incurred for the comparable 1997 periods.

INCOME TAX PROVISION
Income taxes were computed at 41\% in both 1998 and 1997. The 41\% rate is expected to apply throughout the current year.

NET INCOME
Net income for the second quarter increased 38\% from $\$ 20.8$ million in 1997 to $\$ 28.7$ million in 1998. Net income for the first six months increased $29 \%$ from $\$ 43.4$ million in 1997 to $\$ 55.8$ million in 1998 . Net income per share-diluted for the second quarter was $\$ .33$ in 1998 compared to $\$ .26$ in 1997. Net income per share-diluted for the first six months of 1998 was $\$ .66$ compared to $\$ .55$ in the comparable 1997 period. The increases in net income per share-diluted for the second quarter and first six months of 1998 over the comparable 1997 periods amounted to $\$ .07$ and $\$ .11$, respectively.

YEAR 2000 ISSUES
The Company believes that its plan to address year 2000 issues is proceeding satisfactorily and continues to expect to incur charges approximating \$15 million a year in 1998 and 1999 related to this issue. It is not anticipated that operating income as a percentage of revenues will be materially impacted by
these charges.

LIQUIDITY AND CAPITAL RESOURCES
The following table summarizes the Company's primary sources of funds for the six months ended June 30, 1998 and 1997:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & 1998 & 1997 \\
\hline & \multicolumn{2}{|c|}{(In thousands)} \\
\hline <S> & <C> & <C> \\
\hline Cash provided by operating activities before changes & & \\
\hline in securities processing receivables and payables - net & 110,479 & 71,214 \\
\hline Securities processing receivables and payables - net & \((29,255)\) & 24,459 \\
\hline Cash provided by operating activities & 81,224 & 95,673 \\
\hline Issuance (purchases) of common stock - net & \((36,524)\) & 6,483 \\
\hline Decrease (increase) in investments & \((8,369)\) & \((68,752)\) \\
\hline Increase (decrease) in net borrowings & 59,202 & \((32,722)\) \\
\hline TOTAL & 95,533 & 682 \\
\hline
\end{tabular}
</TABLE>
Long-term obligations amounted to $\$ 302.2$ million at June 30, 1998. The majority of this debt comprises $\$ 106.1$ million of senior notes due 1998 to 2005 and $\$ 171.8$ million advanced under a $\$ 280$ 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.

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 June 30, 1998, the Registrant filed a report on Form 8-K dated May 8, 1998, regarding the exchange ratio applicable to the acquisition of CUSA Technologies, Inc., as of April 30, 1998.

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.

EDWARD P. ALBERTS
Senior Vice President, Finance
and Controller

8

| <TABLE> <S> <C> |  |
| :---: | :---: |
| <ARTICLE> 5 |  |
| <LEGEND> |  |
| THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE JUNE |  |
| 1998 10-Q AND IS QUALIFIED I | TS ENTIRETY BY REFERENCE |
| </LEGEND> |  |
| <MULTIPLIER> 1000 |  |
| <S> | <C> |
| <PERIOD-TYPE> | 6-MOS |
| <FISCAL-YEAR-END> | DEC-31-1998 |
| <PERIOD-END> | JUN-30-1998 |
| <CASH> | 65,677 |
| <SECURITIES> | 1,072,415 |
| <RECEIVABLES> | 214,904 |
| <ALLOWANCES> | 0 |
| <INVENTORY> | 0 |
| <CURRENT-ASSETS> | 3,040,270 |
| <PP\&E> | 158,779 |
| <DEPRECIATION> | 0 |
| <TOTAL-ASSETS> | 3,930,721 |
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| <BONDS> | 0 |
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| <COMMON> | 831 |
| <OTHER-SE> | 796,713 |
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| <EPS-PRIMARY> | 0.68 |
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