
#### Abstract

SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D. C. 20549

FORM 10-Q

Quarterly Report Under Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934

FOR QUARTER ENDED JUNE 30, 1999 COMMISSION FILE NUMBER 0-14948

FISERV, INC. (Exact name of Registrant as specified in its charter)  (State or other jurisdiction of incorporation or organization)  (I. R. S. Employer

Identification No.)  (Zip Code) Registrant's telephone number, including area 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 ( )

As of July 16,1999 , there were $123,554,000$ shares of common stock, $\$ .01$ par value, of the Registrant outstanding.


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PART I. FINANCIAL INFORMATION

> FISERV, INC. AND SUBSIDIARIES
> CONSOLIDATED STATEMENTS OF INCOME
> (In thousands, except per share amounts)

<TABLE>
<CAPTION>
<S>
REVENUES

\section*{Cost of revenues:}

Salaries, commissions and payroll related costs
Data processing expenses, rentals
and telecommunication costs
Other operating expenses
Depreciation and amortization of
property and equipment
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{2}{|l|}{Three Months Ended June 30,} & \multicolumn{2}{|l|}{Six Months Ended June 30,} \\
\hline 1999 & 1998 & 1999 & 1998 \\
\hline <C> & <C> & <C> & <C> \\
\hline \$343, 252 & \$311,220 & \$680,381 & \$585,049 \\
\hline 163,619 & 144,302 & 323,165 & 272,485 \\
\hline 26,904 & 28,561 & 57,524 & 55,957 \\
\hline 69,510 & 68,908 & 133,483 & 121,281 \\
\hline 14,891 & 14,613 & 29,659 & 28,811 \\
\hline 4,825 & 3,867 & 9,373 & 7,331 \\
\hline 989 & \((1,853)\) & 4,040 & \((3,022)\) \\
\hline 280,738 & 258,398 & 557,244 & 482,843 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline OPERATING INCOME & 62,514 & 52,822 & 123,137 & 102,206 \\
\hline Interest expense - net & 4,315 & 4,228 & 8,300 & 7,595 \\
\hline INCOME BEFORE INCOME TAXES & 58,199 & 48,594 & 114,837 & 94,611 \\
\hline Income tax provision & 23,861 & 19,924 & 47,083 & 38,791 \\
\hline NET INCOME & \$34,338 & \$28,670 & \$67,754 & \$55,820 \\
\hline \multicolumn{5}{|l|}{NET INCOME PER SHARE:} \\
\hline Basic & \$0.28 & \$0.23 & \$0.55 & \$0.45 \\
\hline Diluted & \$0.27 & \$0.22 & \$0.53 & \$0.44 \\
\hline SHARES USED IN COMPUTING NET INCOME PER SHARE: & & & & \\
\hline Basic & 123,498 & 124,686 & 123,364 & 122,772 \\
\hline Diluted & 127,302 & 128,895 & 127,591 & 126,846 \\
\hline
\end{tabular}
</TABLE>
See notes to consolidated financial statements.

2

FISERV, INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS (Dollars in thousands)
<TABLE>
<CAPTION>
<S>

## ASSETS

Cash and cash equivalents
Accounts receivable
Securities processing receivables
Prepaid expenses and other assets
Trust account investments
Other investments
Deferred income taxes
Property and equipment-net
Internally generated computer software-net
Intangible assets-net
TOTAL

LIABILITIES AND SHAREHOLDERS' EQUITY
Accounts payable
Securities processing payables
Short-term borrowings
Accrued expenses
Accrued income taxes
Deferred revenues
Trust account deposits
Deferred income taxes
Long-term debt

TOTAL LIABILITIES

SHAREHOLDERS' EQUITY:
Common stock issued, 125,350,000 and
124,880,000 shares, respectively
Additional paid-in capital
Accumulated other comprehensive income
Accumulated earnings
Treasury stock, at cost; 1,800,000 shares
in 1999 and 1998

TOTAL SHAREHOLDERS' EQUITY

TOTAL

| $\begin{gathered} \text { June 30, } \\ 1999 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1998 \end{gathered}$ |
| :---: | :---: |
| <C> | <C> |
| \$ 62,439 | \$ 71,558 |
| 224,411 | 246,851 |
| 2,381,622 | 1,402,650 |
| 83,337 | 83,453 |
| 1,246,310 | 1,098,773 |
| 413,000 | 180,099 |
| -- | 14,545 |
| 186,875 | 179,434 |
| 83,159 | 85,821 |
| 652,401 | 595,154 |
| \$ 5,333,554 | \$ 3,958,338 |
| \$ 54,614 | \$ 65,385 |
| 2,060,096 | 1,207,838 |
| 156,189 | 38,350 |
| 156,868 | 150,519 |
| 14,937 | 14,768 |
| 108,798 | 107,286 |
| 1,247,348 | 1,098,773 |
| 69,648 | -- |
| 390,859 | 389,622 |
| 4,259,357 | 3,072,541 |


| 1,253 | 1,249 |
| :---: | :---: |
| 457,569 | 448,461 |
| 151,409 | 39,875 |
| 506,396 | 438,642 |
| $(42,430)$ | $(42,430)$ |
| 1,074,197 | 885,797 |
| \$ 5,333,554 | \$ 3,958,338 |

See notes to consolidated financial statements.

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## FISERV, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS <br> (Dollars in thousands)

<TABLE>
<CAPTION>
<S>
CASH FLOWS FROM OPERATING ACTIVITIES:
Net income
Adjustments to reconcile net income to net cash provided by operating activities:
Deferred income taxes
Depreciation and amortization of property and equipment Amortization of intangible assets
Amortization (capitalization) of internally generated computer software-net

| 1999 |  | 1998 |
| :---: | :---: | :---: |
| <C> | $<\mathrm{C}$ |  |
| \$ 67,754 | \$ | 55,820 |
| 6,111 |  | 5,170 |
| 29,659 |  | 28,811 |
| 9,373 |  | 7,331 |
| 4,040 |  | $(3,022)$ |
| 116,937 |  | 94,110 |
| 22,937 |  | (563) |
| 8,620 |  | $(1,227)$ |
| $(11,499)$ |  | $(2,099)$ |
| 717 |  | 16,245 |
| 4,632 |  | 4,013 |
| $(36,201)$ |  | $(29,255)$ |
| 106,143 |  | 81,224 |
| $(35,808)$ |  | $(31,391)$ |
| $(39,312)$ |  | $(3,583)$ |
| $(87,250)$ |  | $(87,842)$ |
| $(149,499)$ |  | 4,173 |
| $(311,869)$ |  | $(118,643)$ |
| 40,240 |  | 9,625 |
| 2,679 |  | 49,577 |
| 5,113 |  | $(36,524)$ |
| 148,575 |  | $(8,959)$ |
| 196,607 |  | 13,719 |
| $(9,119)$ |  | $(23,700)$ |
| 71,558 |  | 89,377 |
| \$ 62,439 | \$ | 65,677 |

## </TABLE>

See notes to consolidated financial statements.

## 1. PRINCIPLES OF CONSOLIDATION

The consolidated financial statements for the three and six-month periods ended June 30, 1999 and 1998 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

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{3}{*}{} & \multicolumn{2}{|l|}{Three Months Ended June 30,} & \multicolumn{2}{|l|}{Six Months Ended June 30,} \\
\hline & 1999 & 1998 & 1999 & 1998 \\
\hline & \multicolumn{4}{|c|}{(In thousands)} \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Weighted average number of common shares outstanding & 123,498 & 124,686 & 123,364 & 122,772 \\
\hline Common stock equivalents & 3,804 & 4,209 & 4,227 & 4,074 \\
\hline Shares used in computing diluted net income per share & 127,302 & 128,895 & 127,591 & 126,846 \\
\hline
\end{tabular}
</TABLE>
Basic income per share is computed using the weighted average number of common 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. The Company declared a 3-for-2 common stock split to shareholders of record as of April 16, 1999, payable on April 30, 1999. The financial and share information presented herein for all periods has been adjusted to reflect the stock split.
3. 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 (liability) asset as of June 30, 1999 and December 31, 1998 are as follows:

<TABLE>
<CAPTION>
<S>
Purchased incomplete software technology
Accrued expenses not currently deductible
Deferred revenues
Other
Internally generated capitalized software
Excess of tax over book depreciation and amortization
Unrealized gain on investments
Total deferred income taxes
</TABLE>
| $\begin{gathered} \text { June } 30, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1998 \end{gathered}$ |
| :---: | :---: |
| (In thousands) |  |
| <C> | <C> |
| \$ 49,970 | \$ 52,276 |
| 27,716 | 25,329 |
| 16,294 | 14,558 |
| $(11,618)$ | $(5,512)$ |
| $(34,095)$ | $(35,188)$ |
| $(12,301)$ | $(9,167)$ |
| $(105,614)$ | $(27,751)$ |
| (\$ 69,648) | \$ 14,545 |

## 4. SUPPLEMENTAL CASH FLOW INFORMATION

<TABLE>
<CAPTION>

<S>
Income taxes paid
Interest paid
Liabilities assumed in acquisitions of businesses </TABLE>
(In thousands)

| $<\mathrm{C}\rangle$ | $<\mathrm{C}\rangle$ |
| :--- | :--- |
| $\$ 38,002$ | $\$ 31,003$ |
| 11,828 | 11,215 |
| 199,878 | 30,273 | 11,215

30,273

## 5. SHAREHOLDERS' EQUITY

Total comprehensive income for the six months ended June 30, 1999 and 1998 was $\$ 179.3$ million and $\$ 55.8$ million, respectively. The increase in comprehensive income during the six months ended June 30, 1999 is primarily due to unrealized gains on investments since December 31, 1998. The Company owns $3,404,930$ shares of common stock of Knight/Trimark Group, Inc. and 900,000 shares of common stock of The BISYS Group, Inc. Common stock of both companies trade on the NASDAQ National Market System.

## 6. BUSINESS SEGMENT INFORMATION

The Company is a leading independent provider of financial data processing systems and related information management services and products to financial institutions and other financial intermediaries. The Company's operations have been classified into three business segments: financial institution data processing and software services, securities processing and trust services and other (including corporate). Summarized financial information by business segment is as follows:

```
<TABLE>
```

<CAPTION>
<S>

| Three Months Ended June 30, |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: |
| 1999 | 1998 | 1999 | 1998 |
| (In thousands) |  |  |  |
| <C> | <C> | <C> | <C> |
| \$262,423 | \$241,666 | \$522,809 | \$450,754 |
| 65,868 | 59,242 | 127,130 | 113,378 |
| 14,961 | 10,312 | 30,442 | 20,917 |
| \$343,252 | \$311, 220 | \$680,381 | \$585,049 |

OPERATING INCOME:
Financial institution data processing and software services

| \$ | 45,144 | \$ | 37,371 | \$ | 89,415 | \$ | 72,662 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 18,624 |  | 19,385 |  | 36,000 |  | 36,126 |
|  | $(1,254)$ |  | $(3,934)$ |  | $(2,278)$ |  | $(6,582)$ |
| \$ | 62,514 | \$ | 52,822 |  | 23,137 |  | 02,206 |

</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>


| Salaries and related costs | 47.7 | 46.4 | 47.5 | 46.6 |
| :--- | ---: | ---: | ---: | ---: |
| Data processing costs | 7.8 | 9.2 | 8.4 | 9.6 |
| Other operating expenses | 20.3 | 22.1 | 19.6 | 20.7 |
| Depreciation and amortization | 4.3 | 4.7 | 4.4 | 4.9 |
| Amortization of intangible assets | 1.4 | 1.2 | 1.4 | 1.2 |
| Amortization (capitalization) of software-net | 0.3 | $(0.6)$ | 0.6 | $(0.5)$ |
| Total cost of revenues | ---- | ----- | ----- | ----- |
| Operating income | 81.8 | 83.0 | 81.9 | 82.5 |
|  | ----- | ----- | ----- | ----- |
| 18.2 | 17.0 | 18.1 | 17.5 |  |
| $======$ |  |  |  |  |

## REVENUES

Revenues increased $10.3 \%$ from $\$ 311.2$ million in the second quarter of 1998 to $\$ 343.3$ million in the current second quarter and $16.3 \%$ from $\$ 585.0$ million in the first six months of 1998 to $\$ 680.4$ million in the comparable current period. Approximately $40 \%$ of the year to date growth resulted from the inclusion of revenues from the date of purchase of acquired companies and approximately $60 \%$ 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 $8.6 \%$ from $\$ 258.4$ million in the second quarter of 1998 to $\$ 280.7$ million in the current second quarter, and $15.4 \%$ from $\$ 482.8$ million in the first six months of 1998 to $\$ 557.2$ million in the first six months of 1999. The make up of cost of revenues has been affected by changes in the mix of the Company's business as sales of software and related support activities and securities processing operations have enjoyed an increasing percentage of total revenues.

OPERATING INCOME
Operating income increased $18.3 \%$ from $\$ 52.8$ million in the second quarter of 1998 to $\$ 62.5$ million in the current second quarter, and increased $20.5 \%$ from $\$ 102.2$ million in the first six months of 1998 to $\$ 123.1$ million in the first six months of 1999. As a percentage of revenues, operating margins were slightly higher during both the second quarter and first six months of 1999 when compared to the comparable prior year periods.

## INCOME TAX PROVISION

Income taxes were computed at 41\% in both 1999 and 1998. The 41\% rate is expected to apply throughout the current year.

## NET INCOME

Net income for the second quarter increased $19.8 \%$ from $\$ 28.7$ million in 1998 to $\$ 34.3$ million in 1999. Net income for the first six months increased $21.4 \%$ from $\$ 55.8$ million in 1998 to $\$ 67.8$ million in 1999. Net income per share-diluted for the second quarter was $\$ .27$ in 1999 compared to $\$ .22$ in 1998. Net income per share-diluted for the first six months of 1999 was $\$ .53$ compared to $\$ .44$ in the comparable 1998 period. The increases in net income per share-diluted for the second quarter and first six months of 1999 over the comparable 1998 periods amounted to $\$ .05$ and $\$ .09$, respectively.

$$
7
$$

## YEAR 2000 SYSTEMS EVALUATION

The Company provides data processing and other related services to financial institutions of all kinds. The Company has substantially completed the Year 2000 renovation, testing and implementation of its mission critical proprietary systems used in providing service to its clients. Testing and implementation of the remaining non-mission critical systems, which are not material to the Company's business, are expected to be completed by the end of September 1999.

The Company has received Year 2000 disclosures prepared by its principal vendors indicating that they will be Year 2000 compliant in all material respects. The Company's contingency plans include actions required should any vendor experience Year 2000-related problems. In addition, the Company has no reason to believe that its clients will not be Year 2000 compliant in all material respects, and in many cases has assisted its clients in their Year 2000 efforts.

The Company has met and believes it will continue to meet its Year 2000 compliance commitments using existing resources, without incurring significant incremental expenses. Although the Company does not maintain accounting records
that separately identify all of the costs associated with its Year 2000
activities, it has estimated that commencing with 1996 such costs have
approximated $\$ 15$ million annually. Estimated costs for 1999 when the entire project is scheduled for completion is approximately $\$ 10$ to $\$ 12$ million.

The disclosure set forth above contains forward-looking statements.
Specifically, such statements are contained in sentences including the words "will" or "expect" or "anticipate" or "could" or "should". Such forward-looking statements are subject to inherent risks and uncertainties that may cause actual results to differ materially from those contemplated by such forward-looking statements. The factors that may cause actual results to differ materially from those contemplated by the forward-looking statements include the failure by third parties to adequately remediate Year 2000 issues and the inability of the Company to test and implement remaining non-mission critical systems. Failure by the Company in making its proprietary systems Year 2000 compliant would have a material adverse effect on its business. However, the Company expects that its Year 2000 compliance efforts will be successful without any material adverse effects on its business.

LIQUIDITY AND CAPITAL RESOURCES
The following table summarizes the Company's primary sources of funds for the six months ended June 30, 1999 and 1998:

<TABLE>
<CAPTION>
<S>
\begin{tabular}{cc}
1999 & 1998 \\
--------------1
\end{tabular}

Cash provided by operating activities before changes
in securities processing receivables and payables - net Securities processing receivables and payables - net
Cash provided by operating activities
\begin{tabular}{|c|c|c|}
\hline \((36,201)\) & & \((29,255)\) \\
\hline 106,143 & & 81,224 \\
\hline 5,113 & & \((36,524)\) \\
\hline \((40,236)\) & & \((8,369)\) \\
\hline 42,919 & & 59,202 \\
\hline 113,939 & \$ & 95,533 \\
\hline
\end{tabular}

Issuance (purchases) of common stock - net
\(5,113 \quad(36,524)\)
Increase in investments
Increase in net borrowings
\$ 113,939 \$ 95,533
TOTAL
\(=========\quad========\)
</TABLE>
Long-term obligations amounted to $\$ 390.9$ million at June 30 , 1999. The majority
of this debt comprises $\$ 86.4$ million of senior notes due 2000 to 2005 and $\$ 235.4$ million advanced under an aggregate of $\$ 500.0$ million in revolving credit facilities. The credit facilities which expire in May 2004 are comprised of a $\$ 250.0$ million five year revolving credit facility and a $\$ 250.0$ million $364-\mathrm{day}$ revolving credit facility. A facility fee of . $1 \%$ to $.2 \%$ per annum is required on the entire credit facility regardless of usage.

The Company has historically applied a significant portion of its cash flow from operating activities 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
(11) Statement regarding computation of per share earnings (included on page 5, Part 1).
(27) Financial data schedule
(b) Reports on Form 8-K

No reports on Form 8-K were filed during the quarter ended June 30, 1999.

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) |  |
| :---: | :---: |
| by | /s/ Kenneth R. Jensen |
| ENNETH R. JENSEN |  |
| Senior Executive Vice President, |  |
|  | al Officer, Treasurer and |
|  | ant Secretary |


| <TABLE> <S> <C> |  |
| :---: | :---: |
| <ARTICLE> 5 |  |
| <LEGEND> |  |
| This schedule contains summary financial information extracted form the June |  |
| $199910-Q$ and is qualified in its entirety by reference to such information. |  |
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| <PERIOD-TYPE> | 6-MOS |
| <FISCAL-YEAR-END> | DEC-31-1999 |
| <PERIOD-END> | JUN-30-1999 |
| <CASH> | 62,439 |
| <SECURITIES> | 1,246,310 |
| <RECEIVABLES> | 224,411 |
| <ALLOWANCES> | 0 |
| <INVENTORY> | 0 |
| <CURRENT-ASSETS> | 3,998,119 |
| <PP\&E> | 186,875 |
| <DEPRECIATION> | 0 |
| <TOTAL-ASSETS> | 5,333,554 |
| <CURRENT-LIABILITIES> | 3,889,599 |
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| <COMMON> | 1,253 |
| <OTHER-SE> | 1,072,944 |
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| <INCOME-PRETAX> | 114,837 |
| <INCOME-TAX> | 47,083 |
| <INCOME-CONTINUING> | 67,754 |
| <DISCONTINUED> | 0 |
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| <CHANGES> | 0 |
| <NET-INCOME> | 67,754 |
| <EPS-BASIC> | 0.55 |
| <EPS-DILUTED> | 0.53 |

