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 SEPTEMBER 30, 1999
COMMISSION FILE NUMBER 0-14948

FISERV, INC.

(Exact name of Registrant as specified in its charter)


- --------------------------------
(State or other jurisdiction of

(I. R. S. Employer
incorporation or organization)
Identification No.)
255 FISERV DRIVE, BROOKFIELD, WI
(Address of principal executive office)

(Zip Code)

Registrant's telephone number, including area code: (262) 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 October 15, 1999, there were $122,626,000$ 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>
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REVENUES

## 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
Amortization of intangible assets
Amortization (capitalization) of internally generated computer software-net

Total cost of revenues
OPERATING INCOME
Interest expense - net
INCOME BEFORE INCOME TAXES
Income tax provision
NET INCOME

NET INCOME PER SHARE:
Basic

| $\$$ | 0.29 | $\$$ | 0.23 | $\$$ | 0.83 | $\$$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | 0.69


| $\$$ | 0.28 | $\$$ | 0.23 | $\$$ | 0.81 | $\$$ | 0.67 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

SHARES USED IN COMPUTING NET INCOME PER SHARE:
Basic

| 123,226 | 122,936 | 123,318 | 122,826 |
| :---: | :---: | :---: | ---: |
| $===============================================$ |  |  |  |
| 125,974 | 127,407 | 127,052 | 127,032 |
| $===================================================$ |  |  |  |

</TABLE>

See notes to consolidated financial statements.

## FISERV, INC. AND SUBSIDIARIES <br> CONSOLIDATED BALANCE SHEETS <br> (Dollars in thousands)

## <TABLE>

<CAPTION>
<S>


LIABILITIES AND SHAREHOLDERS' EQUITY
Accounts payable
Securities processing payables


SHAREHOLDERS' EQUITY:
Common stock issued, 125,393,000 and
124,880,000 shares, respectively
Additional paid-in capital
Accumulated other comprehensive income
Accumulated earnings

| 1,254 | 1,249 |
| :---: | :---: |
| 457,969 | 448,461 |
| 82,363 | 39,875 |
| 541,593 | 438,642 |
| $(62,447)$ | $(42,430)$ |
| 1,020,732 | 885,797 |
| \$ 5,063,287 | \$ 3,958,338 |

</TABLE>
See notes to consolidated financial statements.

## <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
Cash provided (used) by changes in assets and liabilities,
net of effects from acquisitions of businesses:
Accounts receivable
Prepaid expenses and other assets
Accounts payable and accrued expenses
Deferred revenue
Income taxes payable
Securities processing receivables and payables - net

Net cash provided by operating activities
CASH FLOWS FROM INVESTING ACTIVITIES:
Capital expenditures
Other investments
Payment for acquisition of businesses
Trust account investments
Net cash provided (used) by investing activities
CASH FLOWS FROM FINANCING ACTIVITIES:
Increase (decrease) in short-term obligations - net
Increase in long-term obligations - net
Purchases of common stock
Issuance of common stock
Trust account deposits
Net cash provided by financing activities
Change in cash
Beginning balance
Ending balance
</TABLE>
See notes to consolidated financial statements.

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FISERV, INC. AND SUBSIDIARIES NOTES TO FINANCIAL STATEMENTS

1. PRINCIPLES OF CONSOLIDATION

The consolidated financial statements for the three and nine-month periods ended September 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>
<S>

Weighted average number of common
shares outstanding
Common stock equivalents

| Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: |
| 1999 | 1998 | 1999 | 1998 |
| <C> | $\text { <C }>$ | $\begin{aligned} & <\mathrm{C}> \\ & \text { ands) } \end{aligned}$ | <C> |
| 123,226 | 122,936 | 123,318 | 122,826 |
| 2,748 | 4,471 | 3,734 | 4,206 |

Shares used in computing diluted
125,974 127,407 127,052 127,032

## $</$ 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 September 30, 1999 and December 31, 1998 are as follows:

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<TABLE>
```

<CAPTION>
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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>

## 4. SUPPLEMENTAL CASH FLOW INFORMATION

<TABLE>
<CAPTION>

| 1999 | 1998 |
| :---: | :---: |
| (In thousands) |  |
| <C> | <C> |
| \$55,627 | \$45,313 |
| 16,630 | 14,372 |
| 250,391 | 30,273 |

## 5. BUSINESS COMBINATIONS

During the first nine months of 1999, the Company completed eight acquisitions accounted for by the purchase method for total cash consideration of approximately $\$ 200.4$ million. The operations of these acquisitions are included in the consolidated results of operations from the dates of acquisition. Pro forma information has not been presented due to lack of materiality.
6. SHAREHOLDERS' EQUITY

Total comprehensive income for the nine months ended September 30, 1999 and 1998
was $\$ 145.4$ million and $\$ 84.7$ million, respectively. The increase in
comprehensive income during the nine months ended September 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.
In August 1999, the Company's Board of Directors authorized a stock buy-back program of up to 3.25 million shares of its outstanding common stock. Shares purchased under the authorization will be made through open market transactions or otherwise that may occur from time to time as market conditions warrant. Shares acquired will be held for issuance in connection with acquisitions and in conjunction with employee option plans.

## 7. 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>
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{5}{|r|}{Three Months Ended September 30,} & \multicolumn{4}{|r|}{Nine Months Ended September 30,} \\
\hline & \multicolumn{2}{|r|}{1999} & \multicolumn{3}{|c|}{1998} & \multicolumn{2}{|r|}{1999} & \multicolumn{2}{|r|}{1998} \\
\hline & \multicolumn{9}{|c|}{(In thousands)} \\
\hline <S> & <C & & & C> & & & & & \\
\hline \multicolumn{10}{|l|}{REVENUES:} \\
\hline Financial institution data processing and software services & \$ & 270,264 & \$ & & 240,911 & \$ & 793,073 & \$ & 691,665 \\
\hline Securities processing and trust services & & 66,428 & & & 58,485 & & 193,558 & & 171,863 \\
\hline Other & & 15,971 & & & 10,147 & & 46,413 & & 31,064 \\
\hline TOTAL & \$ & 352,663 & \$ & & 309,543 & \$ & 1,033,044 & \$ & 894,592 \\
\hline
\end{tabular}

OPERATING INCOME:
Financial institution data processing and software services
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \$ & 48,203 & \$ & 38,948 & \$ & 137,618 & \$ & 111,610 \\
\hline & 16,980 & & 16,762 & & 52,980 & & 52,888 \\
\hline & (614) & & \((2,776)\) & & \((2,892)\) & & \((9,358)\) \\
\hline \$ & 64,569 & \$ & 52,934 & \$ & 187,706 & \$ & 155,140 \\
\hline
\end{tabular}
</TABLE>
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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>
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Revenues
Salaries and related costs
Data processing costs
Other operating expenses
Depreciation and amortization
Amortization of intangible assets
Amortization (capitalization) of software-net
Total cost of revenues
Operating income
</TABLE>
REVENUES
Revenues increased $13.9 \%$ from $\$ 309.5$ million in the third quarter of 1998 to
$\$ 352.7$ million in the current third quarter and $15.5 \%$ from $\$ 894.6$ million in the
first nine months of 1998 to $\$ 1,033.0$ million in the comparable current period.
Approximately 45\% of the year to date growth resulted from the inclusion of
revenues from the date of purchase of acquired companies and approximately 55\%
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 $12.3 \%$ from $\$ 256.6$ million in the third quarter of
1998 to $\$ 288.1$ million in the current third quarter, and $14.3 \%$ from $\$ 739.5$
million in the first nine months of 1998 to $\$ 845.3$ million in the first nine
months of 1999. The make up of cost of revenues has been affected predominantly by changes in the mix of the Company's business.

OPERATING INCOME
Operating income increased $22.0 \%$ from $\$ 52.9$ million in the third quarter of 1998 to $\$ 64.6$ million in the current third quarter, and increased $21.0 \%$ from $\$ 155.1$ million in the first nine months of 1998 to $\$ 187.7$ million in the first nine months of 1999. As a percentage of revenues, operating margins were higher during both the third quarter and first nine months of 1999 when compared to 1998 due primarily to cost reductions associated with, among other items, the consolidation and elimination of certain product lines in the Company's data processing businesses.

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 third quarter increased $21.9 \%$ from $\$ 28.9$ million in 1998 to $\$ 35.2$ million in 1999. Net income for the first nine months increased $21.6 \%$ from $\$ 84.7$ million in 1998 to $\$ 103.0$ million in 1999. Net income per share-diluted for the third quarter was $\$ 0.28$ in 1999 compared to $\$ 0.23$ in 1998. Net income per share-diluted for the first nine months of 1999 was $\$ 0.81$ compared to $\$ 0.67$ in the comparable 1998 period. The increases in net income per share-diluted for the third quarter and first nine months of 1999 over the comparable 1998 periods amounted to $\$ 0.05$ and $\$ 0.14$, respectively.

## 7

YEAR 2000 SYSTEMS EVALUATION
The Company provides data processing and other related services to financial institutions of all kinds. The Company has 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 substantially complete as 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 are 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 nine months ended September 30, 1999 and 1998:

<TABLE>
<CAPTION>

\begin{tabular}{|c|c|}
\hline 143,815 & 20,091 \\
\hline \$298, 021 & \$202,718 \\
\hline
\end{tabular}

TOTAL
</TABLE>
Long-term obligations amounted to $\$ 534.4$ million at September 30, 1999. Included in long-term obligations is $\$ 354.4$ 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 $364-d a y ~ r e v o l v i n g ~ c r e d i t ~ f a c i l i t y . ~ I n ~ a d d i t i o n, ~ t h e ~ C o m p a n y ~$ has a $\$ 75.0$ million unsecured line of credit and commercial paper facility of which $\$ 70.0$ million was outstanding as of September 30, 1999.

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 debt or equity 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

Form 8-K filed on August 11, 1999, relating to the authorization of the Company's stock buy-back plan.

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)

Date October 19, 1999
by /s/ Kenneth R. Jensen
KENNETH R. JENSEN
Senior Executive Vice President, Chief Financial Officer, Treasurer and Assistant Secretary

```
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THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE
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